

# *What future for European Agriculture?*



2005 REPORT



EUROPEAN COUNCIL OF YOUNG FARMERS

With wide-ranging contributions from those living and working in today's agricultural sector

**Commissioner  
Louis Michel:**

Agriculture is a strategic sector of our economy. It's also an important part of our society, as well as a policy at the very heart of European integration history. In a world that is changing in every respect, it is healthy for farmers and young farmers in particular to be starting a discussion on the future of their activity and its different aspects: economic, social, rural, environmental, sanitary, diversity, food independence etc.. The future of agriculture concerns 100% of the European population and not only 2.5%, as some seem to believe. Many reforms have been implemented by the farming world in recent years. Proposals from the European Commission are aimed at offering sustainable developments prospects to the sector. I am convinced that young farmers are taking an active part in this common effort. European agriculture deserves our gratitude and a positive image!

• *European Commissioner for Development and Humanitarian Aid*



Statement from the president

Statement from secretary general

**M. F. Boel**

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CEJA members

The future of European farming is in the hands of a new deal between society and farmers; where farming is sustainable, delivering not only safe food, but a clean

environment and attractive landscapes, but also protecting and enhancing farmland wildlife; and where the public commits to a steady reward of these "by-products" for which a market does

## I am proud to present this year's report IN THIS MY FIRST YEAR AS CEJA PRESIDENT

Europe and its citizens and governments today find themselves in a situation where they have to make important choices to re-launch the economy and at the same time reinforce the economic and social model which is unique for taking such good care of the people, in areas such as social care and food safety. But its uniqueness resides above all in its capacity, unlike many countries, to offer enormous opportunities in terms of competing in a market that is becoming ever more global.

The challenge that we have to face together is to try to overcome the current impasse to arrive at a practical definition of the values of the socio-economical European model and of a European project united in its diversity.

And the agricultural sector is ready to accept this challenge. We want to participate and offer our contribution to achieve a competitive European economy without setting aside the social and environmental sustainability of the model. We, Europe's young farmers, need to let the whole of society know that the European model of agriculture that we are delivering each day through our farming businesses is in full harmony with the general objectives that the EU has set itself on the need to obtain sustainable development and competitiveness as described in the Lisbon and the Gothenburg strategies.

We, the agricultural sector, need to reinforce an always young sector capable of being dynamic, multifunctional, diversified and, at the same time, competitive and innovative. We must look for instruments to strengthen and acknowledge the efforts from the many young people who, every day, are taking a chance for themselves, their family and their farm business by taking on new sustainable and competitive projects on their farms.

We, the farming sector, need to gain in strength and make it clearer to society that the European production standards that our agricultural enterprises are offering are at the heart of each integrated project for development: food safety, the quality of the products as well as of production methods and, last but not least, a strong link with the territory and its specificity that makes our products so unique.

It is a real challenge for the young farmers as well as for everybody in European agriculture, but we will not retreat. In front of us, we have the fact that the market is becoming more and more international, in a world without borders, and at the same time, we must not forget the social, environmental and economic challenges that our society is asking from us.

It is time to engage in a serious process of reflection on how the agricultural sector will develop in the coming years and how best to support the farms in this strong process of innovation. We also need to allow dialogue with institutions and organisms operating on the European rural territory. Inside the EU and national institutions, we need to promote coherent choices capable of maintaining a European model of farming which can support the development of a competitive and sustainable economy, inside of which a young, dynamic and competitive agricultural sector will offer its contribution by fully coordinating with all other economic and social sectors.

We have already had a first unique opportunity to discuss the future of farming in 2005, as the Luxembourg presidency chose "Agriculture of tomorrow – a challenge for young farmers" as the topic for their informal council and CEJA was invited to discuss with the ministers on the future of farming.

### It was a unique experience,

but we hope it was only the beginning. We wish to build on this experience by continuing a more practical reflection on farming. So much is being said about European agriculture and its Common Agricultural Policy, so we believe that it is time for us, the young generation in farming, to start saying what is right about the European model of farming, and giving EU citizens some clear ideas on where the European model of farming is heading.

We want to start a debate involving not merely the organisations that are members of CEJA, but also consisting of discussion with other organisations and institutions interested in building a future for the agricultural sector and the rural regions.

The last year has seen a strong commitment in a number of areas from the European and national institutions, with a growing participation from the national members in developing common strategies. It is this capacity to dialogue and to gather the strength of each organisation around common objectives which ensures that CEJA remains strong and respected. Also, it is by means of our united contribution that we can all ensure that important and concrete results are obtained. This was recently shown by the approval of the Council Regulation on Rural Development Policy for the period 2007-2013. Never before has the voice of young European farmers and their ideas been listened and taken on board by the EU institutions with such a success.

So I will end by thanking all those who have collaborated with CEJA in recent years, with the hope that we will find many partners within European society, and wishing you all good work for the future of the agricultural sector, Europe's rural regions, and the European Union as a whole.

CEJA PRESIDENT ■ GIACOMO BALLARI



## HENRIETTE CHRISTENSEN



It is not easy to predict how the European model of agriculture will develop over the next 10 years. However, we have – apart from explaining our activities realised this year – dedicated this year's activity report to this topic in the hope of creating a little bit of stability and positivity in a sector which, in recent years, has been constantly in the line of fire.

I invite you to take a closer look at this year's visions created by Europe's young farm leaders, Mariann Fischer Boel and Cees Veemann, together with a number of academics and representatives of international NGOs with an interest in the development of the farming sector in the EU.

Taking about future trends is never easy. However, provided that the EU does not accept too liberal a WTO agreement for agricultural products, there are certain tendencies existing already which could enter the mainstream in the years to come. The agricultural sector in the industrial parts of the world is suffering from a trend of ageing as young people have problems entering farming. Farming on rented land is becoming more and more common in the EU, the US and Australia. The global reality will lead to increased competition and is already resulting in more young people within the EU considering moving to another country to farm, partly caused by lower standards and/or lower land prices.

Young farmers' organisations in a number of Member States have, in 2005, as a result of the changing European reality for farming, started serious reflections on the future of farming. For instance, the German young farmers' organisation BDL has held two conferences on defining German agriculture by 2015 and how to operate in the new global reality, while the French young farmers' group (JA) has dedicated its annual report to the future of French farming.



The Dutch young farmers' organisation (NAJK) launched a wide-ranging project called "New ways for young entrepreneurs," consisting of a number of conferences and discussions designed to motivate young entrepreneurs to look further than their entrepreneurship of this moment. Furthermore, ministries across the EU and young farmers' organisations also seem to have started to establish closer links to define the vision for the future of the national models of farming.

The national projects take different forms and the vision for the sector does seem to differ between Member States. However, our experience is that each national project turns to CEJA, asking us to obtain information on innovations, possibilities and strategies realised in other member states. Often, our members also ask us to identify young farmers from other EU member states willing to share "their story" by informing other young farmers about their personal experience of both failure and success in developing new products, discovering new markets etc.

Of course it is not the first year that we have received these kinds of requests, but it is the first year where we have received so many. We have started to respond to this new tendency by realising a number of European events allowing exchange of experience on actual innovations in 2005, and we intend, as you can see from the following text, to expand in this direction over the years to come.

The European Union project was originally conceived to establish peace, then to allow prosperous development via the common market, and now, the EU is seeking to become a global power. However, the EU project is also about integrating people. As farmers are often living in remote areas and the road to Brussels often seems long, European exchanges are fundamental as a tool to bring Europe closer to its rural citizens. And as the actual purpose of these exchanges is, at the end of the day, to provide agricultural entrepreneurs with new ideas on how to be successful in farming in the future, these rather simple exchanges on entrepreneurship can become an important tool for creating growth, and maybe even employment, in the economy of the rural areas across the EU. We therefore need to increase these moments in the future rather than decreasing them. To create Europe we have to create Europeans.



Mariann Fischer Boel:

This is a challenging but an exciting time for EU farmers. The CAP reforms on which we have embarked lay down a solid foundation on which farmers can build their future – free of the old constraints of constant form-filling and subsidy-management. And the new rural development rules which we have agreed for 2007 to 2013, if backed by the right funding, will give farmers valuable help in sharpening their competitive edge and meeting the environmental standards expected by the public. Policy-makers have plenty of work ahead. We must make the reforms function smoothly on the ground. We must extend their benefits to other sectors, especially sugar, wine, and fruit and vegetables. And we must negotiate a balanced deal on agriculture in the Doha Round – one that brings fresh opportunities to farmers in developing countries and in the EU. I am committed to doing my share of all these tasks. I look to our young farmers to seize the opportunities offered by our policy framework and to win the battle for prosperity courtesy of their ideas, their skills, and their drive."

• Member of the European Commission responsible for agriculture and rural development

Food is a fundamental requirement for human beings. Given that the arable land around the world remains the same while the world population to be fed is growing, farming

still has a bright future ahead. Agriculture is also being called upon to fulfil new tasks, such as delivering energy. That is why I - as president of Jeunes Agriculteurs - believe in the future for our



## What is CEJA?

The European Council of Young Farmers, CEJA, was founded in Rome in 1958. Today, CEJA consists of 25 member organisations from 19 EU member states, two observer members and one associate member from Bulgaria. Together, we represent a total of around one million young farmers in Europe. CEJA also has strong links with and actively collaborates with young farmers' organisations from the remaining EU member states.

The role of CEJA is to promote agriculture and the rural areas across the EU. We gather European young farmers to discuss and exchange views and share experiences. CEJA does not represent or depend on any political ideology, and includes all categories of young farmers and young people interested in a future in farming. A condition of CEJA membership is that the organisation is represented at national level, representing all sectors. Some CEJA member organisations also represent rural youth.

Unfortunately, a few organisations decided to leave CEJA at the end of 2004, leaving a membership in 2005 of 22 member organisations and two observer members from 19 member states, and one observer member from Bulgaria. However, CEJA hopes soon to welcome new young farmers' organisations from the new member states and aims to maintain its network all over the enlarged European Union.

## Origins

Following a series of bilateral contacts, the organisations representing young farmer from the six initial members of the EEC met in Rome from 15 to 18 December 1958 in order to set up a European organisation of young farmers. These organisations thought it was necessary to concentrate their action at European level and to concretely participate in the realisation of European integration. To this end they decided to set up a "Comité d'Entente" which was later called the "European Council of Young Farmers".

## Why CEJA?

CEJA is the only voice for young farmers in Europe. A Europe-wide organisation is necessary because the guidelines of European agricultural policy are decided at Community level.

CEJA maintains regular contact with the European institutions, decision-makers and organisations dealing with agriculture, and takes part in 19 agricultural advisory groups of the European Commission.

*There is also a need for an independent approach when defending the interests of young people who are entering or considering a future in farming. This new generation has a number of specific requests and opinions regarding ways of making it easier for young people to establish a career in agriculture. The young generation has specific needs in terms of training and information, and also requires guidance and advice during the set-up period and during the first years after taking over a farm. In addition, young farmers are often short of capital, and need to lease a proportionally larger part of their land than established farmers. This makes them more sensitive to market fluctuations and structural upheavals in the first years after setting up. All of which means that an independent European voice for young farmers will continue to be a vital necessity in the future.*

## CEJA concerns for 2005

■ Special conditions and economic incentives for agricultural entrepreneurs to start up,

■ Reversing the ageing of the professional agricultural population,

■ Fighting for safe and fair trade rather than free trade within the WTO,

■ Taking an active part in defining tomorrow's EU rural development policy,

■ Improving the image of European agriculture through dialogue with and protection of consumers,

■ Helping to ensure successful enlargement in all parts of the EU,

■ Discussing supplementary support systems in European agriculture, and

■ Informing, encouraging dialogue and strengthening the networking between young farmers and their organisations in Europe.

## CEJA objectives

TO PROMOTE THE DEVELOPMENT of agriculture and rural areas within the EU

TO INFORM, TRAIN, ORGANISE AND REPRESENT young farmers in Europe

TO FACILITATE THE CONDITIONS for young people who decide to establish a career in agriculture

TO ACT AS A FORUM for communication and dialogue between young farmers in Europe

TO INFORM SOCIETY about the roles of agriculture

Since its foundation, the presidency of CEJA has been chaired by: Rainero (I); Souplet (F), Cougny (F), Monticone (I), van Noord (NL), Horstmaier (D), Coanet (F), Barr (UK), Böge (D), O'Brian (IRL), Bastian (F), Gaasch (L), Falco (I), Lee (UK), Puech d'Alissac (F), Wichert (D), Marmier (F), Ballari (I)

Who are we and what do we do

profession. It's up to us, the young farmers, to define the direction we want our agriculture to go in. We will not forget that a profession that renews itself is a living profession.  
BERNARD LAYRE: President of the French young farmers organisation (JA) ■

## Figures EU-25

### THE PROPORTION OF YOUNG FARMERS ON AVERAGE IN THE EUROPEAN UNION\*

• – **More than 27%** of individual holders are **at least 65 years of age** (almost 40% in Italy and 46% in Portugal)

• – 49% of individual holders in the EU-25 are 55 or older

• – **Less than 9%** of individual holders in the enlarged European Union are **under 35** (less than 7% in the EU-15)

In other words, half of all farm holdings in the EU are owned by farmers who are over 55, and almost one in three farms are owned by farmers who are over 65, while less than one in ten of all farm holdings in the EU-25 is owned by farmers under 35.

The **percentage of young farmers varies between member states**, with the largest proportion of young farmers under 35 in Poland (16%), Austria (13%), and Germany and Ireland (12%). The smallest proportion is recorded in Portugal (3%), Italy, Slovenia and the United Kingdom (4%).

**The average age in farming is increasing, while the number of farmers is going down.**

**The agricultural sector has got older over the last two decades:**

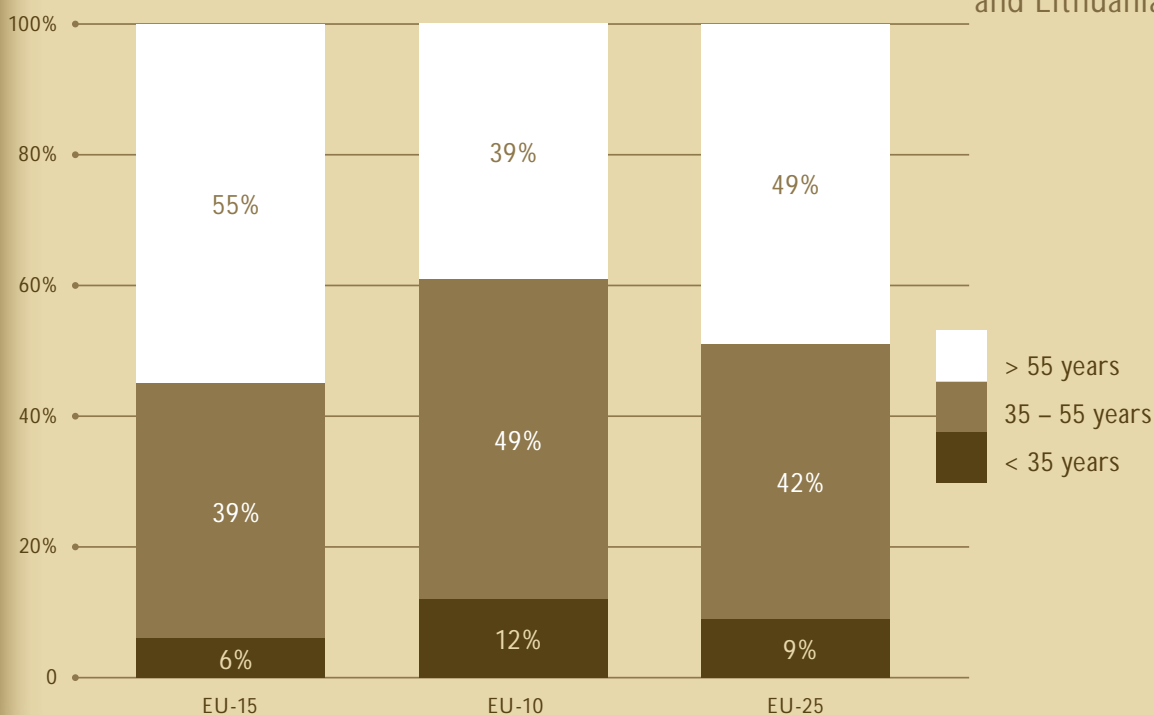
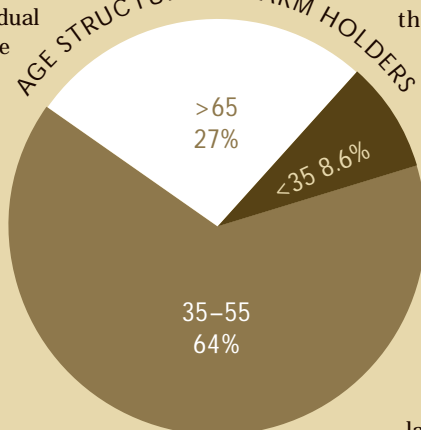
the proportion of farm holders over the age of 55 increased from 47% in 1980 to 53% in 2003 (comparison EU9), while the proportion of young farmers in relation to the total number of farmers has remained relatively stable. The overall number of farmers is declining seriously, however. Over the last 20 years there has been a **50% drop in farmer numbers**, with the remaining 50% having to farm or maintain the same amount of land.

Portugal is the country with the highest proportion of elderly farmers: 46% of all farmers are over the age 65 years of age, and 70% are over the age of 55. These proportions are 40% and 65% for Italy while they are 34% and 57% for Slovenia!

**T**he 2003 farm structure survey was carried out for the first time in the new Member States that joined the EU in May 2004.

While the situation in the old Member States continues to worsen, with the percentage of young farmers just above 6% of the total, the results for the new Member States are more encouraging, with a younger age structure. On average young farmers represent 12% of the total, with less than 40% over 65 years old. However, the situation is comparable to EU-15 standards for countries like Slovenia (3.9%), Hungary (5.8%), Malta (5.9%), Cyprus (6.5%) and Lithuania (7.1%).

AGE STRUCTURE OF FARM HOLDERS



**I**firmly believe that a clean environment is good for the farming sector. For future farmers, we therefore need to get the incentives right – farmers that treat the

environment well should earn more. That is why we need an EU agricultural policy: to create a fair market with equal standards and to ensure that environmental services provided by



A Eurostat publication "Statistics in focus 29/2003", states in relation to young farmers in EU-15 that young farmers' establishments

are more specialised, bigger, employ more staff, and that more young farmers work full-time than the average for the sector.

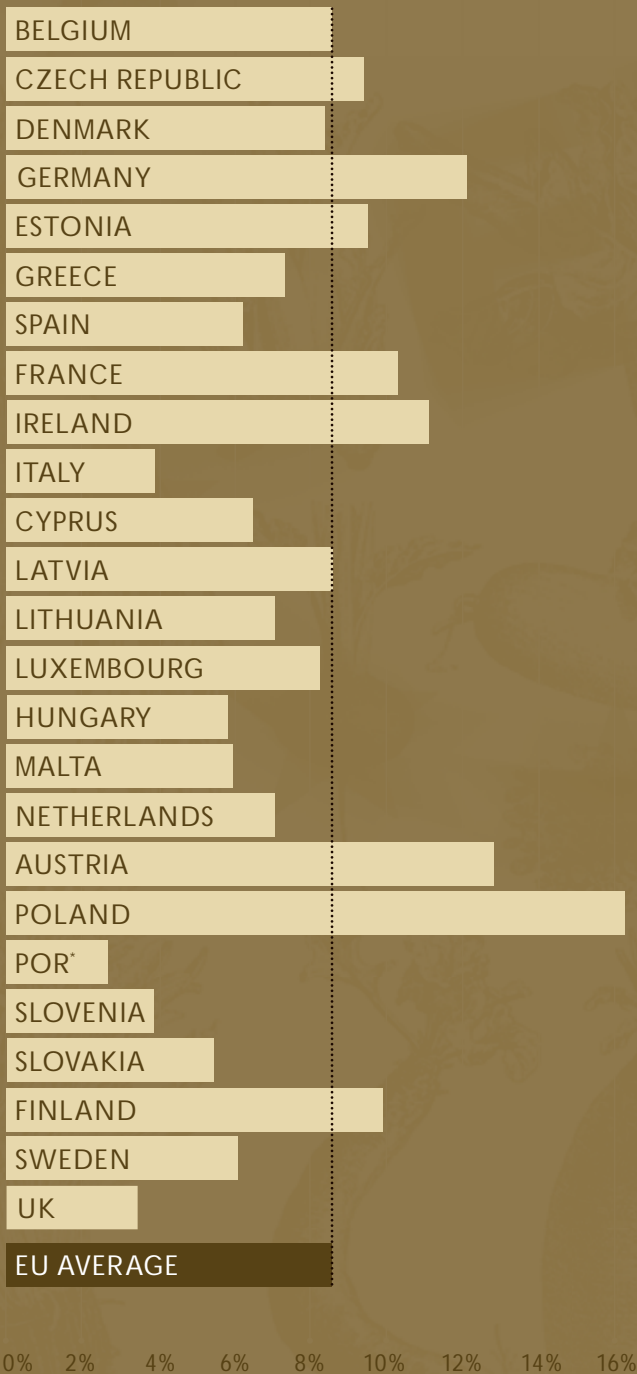
The proportion of young farmers is greater for holdings specialising in horticulture or in pig or poultry production, while the proportion of holders aged 55 or more is greater (60%) for holdings specialising in permanent crops (wine, olive groves, orchards, etc.) and mixed cropping.

More young farmers keep agricultural accounts and practice organic farming more often than any other age group in farming.

A holding held by a person under the age of 35 occupies on average 1.0 annual work units (AWU), 20.4 hectares of agricultural area (AA) and 22.7 livestock units, compared to 0.7 AWU, 10 hectares of AA and 7.5 livestock units on average for the holding held by a person aged 55 or more.

The under-35s own 44% of the area they use, compared with 73% for the over-55s; while around 70% of under-35s work part-time, this proportion reaches 80% in the 55 to 64 age group, and more than 90% in the over 65 age group.

YOUNG FARMERS (<35 YEARS) – PERCENTAGE OF TOTAL



\*POR: Portugal

# I. Facts on Europe's young farmers



\*Eurostat, Farm Structure Survey, results of 2003 survey.

farmers are rewarded. ARJAN BERKHUYSEN: Chairman of the agricultural working group of the European Environment Bureau ■



### GIACOMO BALLARI ■ ITALY



I am 30 years old, married to a girl from my region (Piedmont, in Northern Italy) and we have two sons, Nicolo and Federico. My wife, Nadia, is a teacher at the local school, but she also often helps me on the farm, especially with direct sales.

I produce milk, cereals and honey. I took over my parents' dairy farm in 1998, but they both still live on the farm and help us from time to time.

Since taking over, I have continued to produce milk and I have also diversified into the production of organic honey. I sell honey both in collaboration with some other beekeepers to shops in the region and directly on the farm. Both activities allow me to be in direct contact with the consumers, and to try to respond to their requests for locally produced quality products.

Recently, I made a request for public support in order to make my farm more competitive in terms of productivity and employment on the holding by getting my farm onto the local agro-tourism network. I wish to strengthen even further contact with consumers, whom I believe are the real partners for the future of my agricultural enterprise, and I want to be part of a real development project protecting and promoting the culture and the traditions of my territory, which are based on quality products.

Being a farmer is for me a lifestyle. I like the life on the farm and I am pleased to offer my children the possibility to be so close to nature. However, it is of course also important to have a holding which can provide a satisfactory living for me and my family.

Regarding my milk production, this production has reached a limit where it is time to make a drastic choice: should I expand or giving up milking cows? It is a hard decision, but I am now seriously considering placing my milk quota and my cows at the disposal of another young farmer who wishes to expand his or her production. Giving up milk production will at same time mean that I will convert my production of corn for animal feed to adding new direct sale products for human consumption.

I must admit that my real passion is keeping bees – as it is an entire world apart. I produce different types of honey, a small production of pollen, bee glue (propolis) and royal jelly. Being a beekeeper means moving big distances in the harvest period to be able to produce different kind of honey (following the different flowering)... I also travel in spring, but then it is to lend my bees to growers wishing to pollinate flowers. 10-15% of the bees do not survive the cold winter and I therefore have to buy new bees every spring. As the spring starts earlier in the southern parts of Italy, I mainly buy my bees in these areas. I have found really good growers mainly in Sicily but also in other regions of Southern Italy, with whom I have established really good working relations.

It seems as if consumers will demand more of my honey in the years to come, and I am therefore at this stage considering hiring a farm worker to help me with the more practical aspects of the farming business. Furthermore, thanks to the help of some external collaborators, I am trying to expand our own-label sales network, a move that I hope will soon represent our entire production.

Presentation of each member of the presidency and their innovative agricultural business, their national responsibilities and their responsibilities within CEJA



The maintenance of the European Agriculture Model is directly linked to the existence and success of Young Farmers. Only young market-orientated innovative agricul-

tural entrepreneurs can produce a European Agriculture Model that, while maintaining its specificities, adjusts to future realities driven by the ever-changing and increasingly demanding consumer demands

## ERIK JENNEWEIN ■ GERMANY

Together with my father, I manage a 160-ha farm 100km south of Frankfurt. We produce, wheat, barley, sugar beet, flowers and keep 400 pigs. About 10 % of the pigs are sold directly on the farm while we sell the flowers directly from the field, allowing people to come to pick and cut them themselves.

My father and I have managed to build a really good alliance together and in 2002, I became the owner of 50% of the farm. Since becoming full time on the farm, I have built some cooperation with colleges to decrease investment costs, especially in farm equipment. In these times when the prices for farm products are low, it is getting more and more important to find other ways to secure an income. This is why we started producing flowers in 2000. Already since 1986, we have been selling about 10% of our pigs directly on the farm.



When the Common Agricultural Policy was reformed in 1992, we started to think about another way of earning money that was less depending on a changing policy. In 1992, we started to create a new business area in the hotel trade. Today, we manage a 3-Star hotel and restaurant on the farm, in part of the old farm buildings. We have 18 rooms (38 beds), 2 meeting rooms, a restaurant (incl. terrace) for 140 people and our guests are mainly business travellers and local companies holding meetings in our conference rooms. In the hotel, we have 5 full-time and several part-time employees. With this partly farm-based hotel activity, we have added a total of 8 new jobs, but I must underline that we do continue to feel like farmers: not only is the farm run by my father and me, but we also deliver many of the farm products for use in the restaurant.

Our next project is to increase the farm services for colleagues, increase in size (if possible), and, where the hotel is concerned, to expand meeting and room capacities, create an area of beauty and upgrade to the four-star standard.

Since 1999, I have been involved in the BDL, the German young farmers' organisation. In 2000, I was elected president of the Federal State Rhineland-Palatinate. Since 2003, I have been president of the Bund der Deutschen Landjugend. In 2005, I was elected CEJA vice-president.

## PETER SZASZ ■ HUNGARY

My aim is to have a highly efficient farm. To do this, I have set myself up with greenhouse hydroponics over large production areas. I am currently building a greenhouse to grow 1 hectare of lettuces, but my final aim is to enlarge production to 1 ha of tomatoes, 1 ha of cucumber and 3 ha of lettuces.

To obtain such volumes with 15 people for all stages of work, I have invested in high-quality equipment. The lettuces, for example, are on moving boards which move out over a mat a little more each day for 28 days. As they gradually advance, they are on a different substrate tailored to their level of growth. At the end of the cycle, they are picked and packaged by hand. It's true that this requires demanding production conditions, but this demand in terms of the substrate or the atmosphere makes pesticides pointless and ensures good stability in terms of the product.

The creation of this greenhouse has not been easy, particularly at the level of the financing, which still stands at two million euros. I have received aid with the installation and other Community aid and I funded the rest with bank loans.

The relatively large size for a European holding allows me to negotiate directly with the supermarkets, as I can, on my own, guarantee daily deliveries of a certain amount of products. My greenhouses are placed closed to Budapest, the capital of Hungary, and the transport system in between is relatively good, enabling me to deliver fresh vegetables daily to the supermarkets.



and the free trade orientations of the WTO. There is a need to ally a modern business plan and management model to the preservation of the landscape, environment, culture and tradition, thereby emphasizing the importance and role of Young Farmers. This is why the measures supporting Young Farmers and Young entrepreneurs





### ALBERT FALIP GASULL ■ SPAIN



Together with my father, I manage a 250-hectare farm (100 ha owned and 150 ha rented) in the region of Catalonia, Spain. Our main produce is almonds, olives and cereals.

I started to help my father when I was very young and it was clear to me that I wanted my future to be on the farm owned by my family for many generations. I studied agriculture at university and I often use the theoretical education on my farm.

I became the owner in 1999 but due to a technical detail of the legislation, I couldn't benefit from the installation aid. As I had worked on the farm for a long time, I had benefited from part of the income before becoming the owner and was therefore ineligible to receive the support.

When I became the owner, I decided to review the production direction in order to become more competitive.

The main points of this work were to orientate the production to the market, increase diversification and produce more added value. However, it must be said that there is a natural limit to innovative ideas or economical optimisation in my region, as we suffer from a lack of water.

Since I have become the owner, we have increased the land size for almonds (+100%) and the olive trees (+ 100%). Where the olives are concerned, I have chosen a quite rare local variety. I also decided to convert a part of the land used for cereal to rape seed for the production

of bio-diesel. I believe that, over the years, I will start to produce even less cereal and instead use the land for other use.

It is important for me to have quality regional products. Together with other farmers, we are asking to have special labels for our local variety of almonds and olives.

One of my future projects would be, in collaboration with 3 other farmers, to start production of Mediterranean aromatic crops.



**Prof. Jules Pretty** FRSA, FIBiol

The future of farming in Europe lies in redefining its role as a multifunctional activity. It does more than just produce food, fibre and oil. It contributes to many critical environmental services, as well as to the cultures of rural communities. Farmers in the future will be successful if they can maximize their contributions to these environmental services, whether biodiversity, landscape value, carbon sequestration, water quality or flood control, and then to persuade the public that these services are valuable and thus worth paying for.

• *Head of Department of Biological Sciences, University of Essex (UK)*



wanting to invest in the agricultural and the rural world are so important. FIRMINO CORDEIRO: President of the Portuguese young farmers organisation (AJAP) ■

Sustainable and eco-social agriculture all over the country is the requirement for the future of family farms. As a basis for this development the European Model of





## II. The presidency and the people behind it

### LAURENT FISCHER ■ FRANCE

**M**y name is Laurent Fischer. I am French and in 1995, I started farming near Strasbourg. Together with my brother, we formed a company, a GAEC (Groupement Agricole d'exploitation en Commun – joint farm management group), to carry out the running of the farm. This quite specific type of company helps simplify the work in several ways. Moreover, I am not alone with my brother on the farm as we employ one worker.

There are two production workshops, the plant section and the animal section. The GAEC farms 70 hectares, 35 of which are maize, 12 wheat, 12 sugar beet, 3 tobacco and the remainder fallow. The other workshop houses 14,000 laying hens.

After I started, we invested in a feed factory on the farm, the aim being of course to use this flour to feed our laying hens. Now, we are making big savings on the feeding of the laying hens and have therefore greatly increased our gross profit margin, and at the same time, we have greater control over what goes into the feed.

Three years after that, in 1998, my brother and I diversified into a new area of production, namely tobacco. At the time, there was a strong demand from cooperatives that stimulated production.

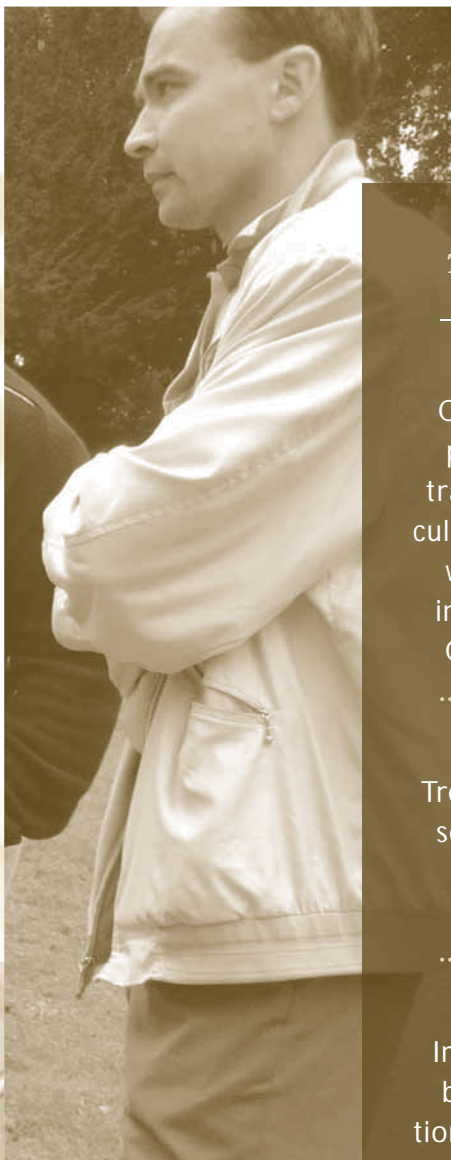
The aim was to remain competitive and therefore to find solutions tailored to the situation. Regarding the switch to tobacco production, for example, the aim was to maximise the gross profit margin on our existing land, as our farm is located in a peri-urban zone, very close to a town of 17,000 inhabitants. This means that for us to develop and increase our income, enlargement is out of the question. We therefore have to make the most out of the 70 hectares we do possess, hence this recourse to a crop of high added value such as tobacco.

In the future, we plan to diversify further, into oil seed for oil production. With oil seed, there are really two products to exploit: firstly the oil, to replace tractor fuel, but also oil-cake (that is, the residue following pressing), which can be used as a substitute for soya in the feeding of chickens for a fraction of the cost. The total mechanisation of the tobacco harvest is another idea we might develop in response to the reform of the tobacco sector.

The other objective linked to the aforementioned circumstances is to cooperate more and more with other farmers. This is already the case where sales are concerned, as we sell in a cooperative, but now we want to apply it to our production equipment by means of the joint purchase of tools.

Whether for the oil press or for the tobacco production equipment, it makes more sense for us to go through a CUMA (Coopérative d'Utilisation de Matériel Agricole – Farm Equipment Usage Cooperative), which is basically a partnership with neighbouring farmers for the purchase of equipment.

In my opinion, through these collaborations with other farmers (GAEC and CUMA), solutions can be found to a lot of the problems encountered.



#### *The CEJA presidency*

**GIACOMO BALLARI:**  
Communication with the press • WTO and other trade negotiations on agricultural products • Relations with consumers, including TELLUS • The current CAP and young farmers

**ERIK JENNEWEIN:**  
Treasurer • The agricultural sector and rural areas by 2020 • The visions on the future CAP

**PETER SZASZ:**  
Innovative farming (GMO, biomass, quality production, cooperation...) • Future enlargement and relations with New Member States

**ALBERT FALIP GASULL:**  
Rural development, including set-up policies for young farmers  
Mediterranean products

**LAURENT FISCHER:**  
PEJA (training and informing of young farmers) • Risk management in agriculture

Agriculture reflects the multifunctional role farming plays in the natural heritage, diversity of landscapes and food products.

ELISABETH KÖSTINGER: Female president of Austrian Rural Youth ■





## TIME TO START REFLECTIONS ON WHAT EUROPEAN MODEL OF AGRICULTURE WE WANT FOR THE FUTURE

### CEJA action plan for the years to come



The European agricultural sector has, in the last decade, undergone a number of remarkable changes, covering enlargement of the EU from 15 to 25, three CAP reforms, and a round of WTO trade negotiations also covering agriculture. Uncertainties have occurred, due to both external pressures exerted by major exporting countries around the world and internal pressures linked on the one hand to the future of the EU in the wake of the French and the Dutch vote on the constitution, and on the other, to the lack of agreement on defining the level of EU funding for the next 7-year period. A disagreement which has let some EU leaders to argue that EU and its agricultural sector are old-fashioned and that there is a need to "scrap the CAP" as a key to overcoming the budget crisis in the EU.

We aim to build on the communication activities realised in the past (see box on page 11) to develop the pluri-annual action plan covering both external and internal reflections. External, to ensure direct dialogue between citizens and young farmers in order to identify the expectations of the society, and internal, to reflect on what innovations are needed in the agricultural sector to obtain sustainable and long-lasting growth.



#### DEBATE ON the new reality in EU farming

In concrete terms, the new CEJA presidency, without setting aside more immediate requests like the reform of the common market organisation for wine, agreed to start a process of reflection on how the European model of agriculture will develop over the next decade. The

proposal was agreed by the CEJA presidium, consisting of all national CEJA members. The next step is to integrate other EU actors.

We wish there to be an EU-wide debate to motivate the EU institutions (EU Council, European Commission, European Parliament, the Economic and Social Committee and the Committee of the Regions) to start reflections on the European model of farming in a decade, in collaboration with CEJA.

But we also hope to realise a number of CEJA seminars with the aim of giving Europe's current and future young farmers some concrete ideas regarding possibilities for striking a balance on competitiveness, innovation, diversification, multifunctionality and keeping EU standards high in Europe's agricultural sector in response to the global reality.

Finally, linked to these debates, we hope to establish a working group who should identify a number of relevant scenarios for how the trade and agricultural policy can develop in the future. These different scenarios could then be used as examples to be presented to the general public of what the European model of farming might look like 10 years from now.

Margot Wallström, Vice-President of the European Commission responsible for Institutional Relations and Communication Strategy, launched an action plan in July 2005 to overcome part of the EU's identity crisis: "It is not merely a communication issue, it is a *raison d'être* of the European project," she stated, also underlining the need for the European Commission to become more local, more efficient and more open to citizen's needs and demands.

After their election in May 2005, the new CEJA presidency decided to follow this idea and carry out a pluri-annual action plan for CEJA with the objective of making young people in the countryside feel more involved in the EU project.

Background: Aerial view over Greece

“Farmers who have pioneered animal welfare have historically been individuals with the commitment to take a personal commitment and put it into practice. Now, we

see a growing market for animal welfare and increasingly refined animal-friendly production techniques. We welcome a new era where animal welfare provides the opportunity for European

## PROMOTE INNOVATIONS in the European model of agriculture

It is time to present concrete examples of what young farmers have done to make their farms sustainable businesses with long terms income perspectives.

CEJA is contacted relatively often by private and public research institutes wishing to establish a young farmer-research partnership. We need to make sure that theoretical research and practical farming interact better. Research has to be better targeted to the interest of the farming population and we, the young farming community, have to start following their work more closely as a tool to get new ideas. Europe's young farmers should become an integrated part of a number of European agricultural research projects, being asked to identify certain topics to be studied but also being involved in their realisation, not only by providing the data but also by being a target group for the presentation of the results of the (intermediary and) final studies.

CEJA is currently looking for financial means to re-establish the programme of exchange of young farmers (PEJA) as a tool to promote innovative farming, allowing Europe's young farmers to exchange views and experiences on innovative farm ideas. The reestablishment of PEJA could be a good tool to encourage more young people into the sector and to allow them to help one another to survive in the longer run. Furthermore, the use of modern means of communication could be a good tool for obtaining European added value, as according to our project, the report produced after each visit must be added to the CEJA website and, each month, CEJA must prepare a summary of all visits to all members.

CEJA also hopes to establish a module-based European educational project to be realised at European universities for European young farm leaders as part of a lifelong learning process with the objective of giving them a European education on a number of relevant topics linked to agriculture. Once more, the use of modern communication tools would increase the European added value, as the lessons and lectures could be filmed and made available to the members of CEJA for internal use.

## CEJA HAS DIRECT CONTACT

With the national young farmers' organisations and a long tradition in:

- 1 • Transmitting EU policies at national level to the young farmers' leaders across the EU through CEJA seminars. At these seminars, we invite a number of specialists (politicians, researchers, civil servants, NGOs representatives, farmers etc),
- 2 • Match young farmers across the EU wishing to exchange experiences and views on EU farming through the programme of exchange of young farmers (PEJA), and
- 3 • We have helped young farmers to come together in national young farmers' organisations (Phare programme).

During the last decade we have expanded CEJA's communication to cover a better knowledge and a better image of agriculture among European citizens.

- 4 • CEJA has developed the so-called TELLUS educational material, designed to inform school children about agriculture and the role of the agricultural sector in the EU. Building on this educational material, we have in 2005 realised a second teacher seminar here in Brussels on European farming.
- 5 • The enlargement of the EU gave CEJA the possibility to promote the agricultural sector among all citizens in order to give a sign that agriculture is an important part of Europe's cultural and social heritage: In March 2003, 1,000 young farmers' leaders from EU-25 planted 25 trees in Rome as a symbol of the important role of farmers, and on 1 May 2004, CEJA organised a big European market here in Brussels, with the participation of 200 young farmers distributing local dishes.

## PROMOTING AND DEVELOPING the European model of agriculture

Europe's young farmers want to build on the already existing European education material prepared by CEJA, called TELLUS, to maintain European school-children's awareness of the realities in farming, creating a number of new activities to reinforce direct dialogue with civil society, as a tool to promote and develop the European model of agriculture.

In the short term, we plan to launch an electronic communication campaign between farmers and citizens. The main idea is to expand the TELLUS website with monthly blogs by young farmers in order to promote the fact that there is a

farmer behind each agricultural production. Each month a different story in a different country will explain the different life of farmers and the great diversity of European farming. The blogs, targeted at the young generation, should be interactive, allowing questions to be raised and a debate to be started.

In the longer run, we hope to create a European competition to nominate the 'young farmer of the year'. As part of the blogs, we should offer a prize to the most innovative EU young farmer – a prize that the young farmer can afterwards use as a tool to promote him/herself and his/her production.

■ CEJA, as well as a number of our member states, has in the past held a European competition to nominate the young farmer of the year. However, the idea was for some reason abandoned a decade ago.

Now, the competition is back at national level. For instance, the Portuguese Young Farmers Association (AJAP) has, in collaboration with the Agricultural Ministry and the sponsorship of the Caixa de Crédito Agrícola (bank aimed at agricultural activity), re-established their national competition.

Young farmers had to enter the competition and due to the high number of inscriptions, it was decided to divide the country in 3 regions. The 3 regional

juries, composed by a member of AJAP and a member of the Agricultural Ministry, visited and selected the finalists in each region. These finalists were visited by the national jury, composed by a representative of AJAP, of the Agricultural Ministry, of the Caixa de Crédito Agrícola and chaired by a national expert with recognized value and work in the field, that selected the winners of two prizes: "Young Farmer 2005" and the "Award for Innovation and Technology".

This competition was re-established as a tool to increase awareness of farming and installation in the agricultural sector, which is a priority at national level.

We also hope, in the longer run, to hold other European markets – just like the one organised in Brussels on 1st May 2004 – in different surroundings and involving different events, as a tool to maintain direct contact between young farmers and the general public.



farmers to differentiate their product, and a vehicle for developing a sustainable agriculture which enhances our environment, the livelihoods of our farmers and the quality of life of their livestock. SONJA VAN TICHELEN: Director, Eurogroup for Animal Welfare ■



## 2005 Activities



### European Commission information conference on "THE COMMON AGRICULTURAL POLICY - NEW PERSPECTIVES FOR YOUNG FARMERS"

In January 2005, the European Commission organised in collaboration with the European Parliament an information conference in Strasbourg on "the Common Agricultural Policy - new perspectives for young farmers". 100 people were invited to this one-day conference and 75 of them were young farm leaders from all parts of the enlarged EU. A number of European personalities addressed this conference, most notably was the participation of the chairman of the agricultural committee of the European Parliament, Joseph Daul who chaired the entire meeting. Taking in account the changing market conditions and the growing and different requests of the citizens/consumers, we have to make sure that agricultural policy is able to guide European agriculture in the future and promote the innovation of the sector and of the enterprise that many young farmers have decided to start. This was the main idea behind the active discussion held during the conference, with special attention placed on how the new agricultural policy was going to be implemented at national level. In fact the Member States have the possibility of activating a set of tools to promote the growth of a young and dynamic agricultural sector that is also competitive and sustainable and thereby able to respond to the demands of society.

**CEJA CONTRIBUTION** How the 2003 CAP reform can be implemented in a young farmer friendly way

The Common Agricultural Policy (CAP) is at a crossroad. The Council agreed in June 2003 to reform the CAP regarding beef, milk, and cereal by introducing a single farm payment decoupled from production. In April 2004, the Council of Ministers decided to reform the Common Agricultural Policy for tobacco, olive oil and olives, cotton and hops. Currently the European policy for sugar is being reformed, and we will soon be facing a new reform in the fruit and vegetable sector as well as for wine.

Europe's young farmers welcome the fact that 2003 reformed CAP has given more recognition to the environmental, animal welfare and public health services that farmers provide, and expect that the reform will be able to convince EU citizens that the public money spent is useful for the European model of society.

*We are pleased that the reform is allowing the farmer more business freedom, but we regret that the reform agreement has opened up the possibility for such diverse national implementation, where the common element is losing out and the future perspectives risk being set aside if the member states do not use all of the instruments in the reform able to encourage the young generation into farming and to promote competitiveness and sustainability in the European model of agriculture, meaning:*

- *Introducing the cross compliance rules in a logical and simple way, making them easy to understand for farmers and citizens and easy to implement for farmers.*
- *Making use of the national reserve of 3% (article 42 paragraph 3 of Council Regulation (EU) No 1782/2003) by giving priority to farmers who commenced activities after 2002 and, where needed, activating taxation on transfers to continue to feed the national reserve.*

The reform leaves the problem of access to land for the young farmers unsolved. We believe that there is a need to analyse this problem further and therefore propose that this will be a specific topic to be analysed in details as an integrated part of the 2009 mid-term review.

Background: Aerial view over the UK

Taking into account that CEJA had difficulties in realising its "traditional" CEJA seminars in 2005, we were, however, involved in a number of significant events organised by the various EU institutions. We need to make sure that this year's good collaboration between Europe's young farmers and the European policy makers continues in the years to come.

“

The European model of farming is, for a Finn, of real importance to keep the countryside alive. The existence of the farming sector is a way of maintaining the

life, culture and traditions of the less populated areas. So while I recognise that the EU is forced to reorganise the farming sector as a tool to reinforce the EU's sustainable competitive-

## WHAT HAVE THE MEMBER STATES AND REGIONS DONE

To encourage a CAP for active farmers?

### The example of France (*historical partial decoupled model*):

France will establish a national reserve to offer entitlements free of charge as a priority to young persons setting up in farming. The entitlements can only be transferred inside the departments (*French Regions*).

France will supply the national reserve through sale of entitlements. Sale of entitlements with land will be taxed at **3%** in general cases and with **10%** in cases of expansion beyond a certain limit, with details still to be defined at the level of the departments. Entitlements offered to new young entrants (using the conditions to obtain installation aid, set up within 5 years) will not be charged for.

### The example of Germany (*the regional hybrid model*):

Germany has established a national reserve of 1% (about 5.5 Mio EUR) and will offer entitlements to young farmers from this national reserve who enter business after 15 May 2005 and before 16 May 2007.

Entitlements offered to the young farmer entering business in 2006 are 50% of their land and in 2007 30% (e.g.: a young farmer with 50 ha will get 25 Entitlements in 2006 or 15 Entitlements in 2007). The young farmer must have at least 30 ha to be able to receive entitlements, and must be under the age of 40. Furthermore, the young farmer needs to have a degree in one of the state-approved training.

Germany will not supply the reserve through taxation of the sale of entitlements.

### The example of Denmark (*the hybrid model*):

Denmark has established a national reserve of 1%.

Denmark will not use the system with reference period in relation to arable crops. Instead, entitlements will be offered to farmers who own or lease the land in 2005. The Danish young farmers estimate that, as a farmer cannot activate the entitlements without land, nearly all entitlements will be sold together with the farm, if a young farmer buys a farm. If the entitlements do not follow the land, the farm will be sold proportionally cheaper to the young farmer.

In Denmark, the system with a reference period will be used in combination with the beef area, meaning that farmers who bought a farm in the reference period are entitled to a beef bonus. The bonuses are estimated on the basis of the number of cows and bulls slaughtered in the reference period. Young farmers who have bought a farm after the reference period are also entitled to the beef bonus.

Denmark will not supply the reserve through taxation of the sale of entitlements.

Rural Europe is characterized by enormous diversity in terms of population density, geomorphology, historic routes, social structures, institutional functions, and socio-economic features. In some countries, living in rural areas is considered as "misery", while for others, it is seen as a small, safe and calm paradise. These stances result from the social structures offered and, most importantly, from the reality that farming has increasingly become an unviable economic activity. The pressure of global competition and more free trade is threatening the European model of Agriculture and keeping poor countries marginalized. Even growth within poor countries does not necessarily reduce poverty because much of the profits go to an elite of multinational firms and agro-exporters. We don't have to "reinvent the farmer" in order to reduce farming abandonment. It's necessary for us to ensure adequate returns from the market or to develop present and new policies to finance the services that European agriculture is providing to our society. New policies with a crystal-clear and effective redistribution role between regions or areas and also within the farmers' cluster should be implemented at Community and national level. During the transition period of the new CAP's application, we need to redistribute the national reserves and funding to actions and farmers with specific needs in order to realize local and regional programs for agriculture. Finally, the CAP must correspond to the foreign challenge from the commercial and financial connection between CAP and WTO. because agriculture policies in European and international trade must not be faced only as a economic item but as a social One, contributing to the development of rural areas.

SPIROs TSOTOS

President of young Greek farmers  
organisation (GESASE youth)



ness in farming, the changes should never reach a scale where the human element of farming is set aside. There are people behind the numbers and there are no excuses for weakening

young farmers' ability to run their farms.  
ARI-PEKKA JUUSO: President of Finnish Young Farmers  
Committee (MTK) ■



## Informal Council meeting in Luxembourg on “Agriculture of tomorrow – a challenge for young farmers”



GIACOMO BALLARI

It was really something special that we, Europe's young farmers, were invited to take an active part in the informal council. A debate about the future model of agriculture in Europe is a debate about our future. We hope and believe that our skills will help to make it possible to keep a diversified, innovative, competitive, multifunctional and sustainable European agricultural model tomorrow. We hope that our innovative ideas can create rural employment and we trust that our performance can be a key to making European citizens realise the many roles that European agriculture actually has.

I believe that this informal council was a unique moment for Europe's young farmers to make it clear that we believe in a future in farming, that we are aware that farming in the future means investing both financially and intellectually to develop new and profitable ideas, but that we are ready to take the chance.

The informal council intensified the debate among young farmers' leaders across the EU on how we see the way forward in a sector where almost half of the farms in the EU-25 are owned by persons over the age of 55; while less than 9% are owned by farmers under the age of 35.

The outcome of our preparatory debate is the below position, approved unanimously by CEJA members. The main message of this position was put forward during the working groups with the ministers, with the idea of making sure that the young farm leaders who took part in the informal Council were representing the voice of 1 million young farmers.

• *CEJA president*

For all details on this event, Luxembourg presidency documents and CEJA contributions, see the CEJA homepage on [www.ceja.org](http://www.ceja.org)

In May 2005, the Luxembourg minister who at the time held the presidency of the EU decided to dedicate the informal council on agriculture to a debate on “Farming in the future – a challenge for young farmers”. And not only were we a complete and integral part of this informal council, taking part in the preparation and being offered the opportunity of answering the questionnaire that the ministers were also being asked to answer, but 60 young farm leaders from the enlarging EU also took part in the farm visits and 29 young farm leaders held discussions with the ministers in the four working groups.

## IV. Activities

Background: Aerial view over Luxembourg

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During 2005, we were able to more accurately evaluate the effects of EU enlargement on the Czech Republic, and we can say that it has been a generally positive experience.

We would now like the EU institutions to give serious attention to agricultural policy as a tool for influencing the right kind of rural development. Moreover, we trust that the voices of the ten



## Preparing today

### FOR THE AGRICULTURE OF TOMORROW

*At the Informal Council of Agricultural Ministers, held in Luxembourg on 9 and 10 May 2005, organized by the Luxembourg Presidency in collaboration with CEJA, ministerial delegations of the EU 25 and Bulgaria, Croatia, Romania and Turkey, along with young farmers from those 29 countries, discussed "the agriculture of tomorrow – a challenge for young farmers".*

### THE TENDENCY IN EUROPEAN FARMING

The future of agriculture is closely linked to our ability to consolidate and preserve the European agricultural model, which is multifunctional, diversified and integrated in the territory, through a system of agricultural enterprises that are aware of their economic, social and environmental roles.

The current tendency is for young farmers' enterprises to be bigger and more specialized than those of the older generation.\* Young farmers need to restructure but also to diversify in order to improve their income perspectives in the future. The European agricultural sector is being asked to become more market oriented, but since consumer preferences often change faster than farmers can change their agricultural production, the best way to success for the young generation is to concentrate on the particular skills of the new entrant – developing the farm in the direction where the young farmer is best qualified.

This individual choice will be the tool to ensure that the agricultural model remains vital, viable, integrated and diversified, and that the agriculture of tomorrow will still represent a cultural laboratory at society's disposal. This laboratory is a repository of an inestimable heritage of knowledge and know-how. European rural areas will still depend on farmers, who represent the backbone of rural communities in terms of economy, social and cultural heritage, landscape and environmental protection.

## Europe's young farmers need

### TO ENGAGE IN THE FOLLOWING WAYS

Agriculture must be **INNOVATIVE**, not only in its processes and products, but also in its ability to face new challenges created by economic and social changes, which are happening faster and faster and opening up the whole sector to a global dimension.

Agriculture must become more visible and recognizable to all of European society. Every citizen, not only the agricultural sector, should be aware of the economic, social and environmental role played by farmers.

The agricultural enterprise must be **competitive** and **profitable**, as in every economic sphere. The revenue must be proportional to the creativity, knowledge and skills that each young farmer is able to show.

## Minister Fernand Boden:

Since the early 1990s, agriculture around the world and in Europe, along with the public's perception of agriculture, has changed a great deal.

While the farming profession is still closely linked to the soil and nature, it has incorporated great technical advances and became a profession requiring huge technological, economic and human skills.

Courtesy of my contact with young people in my own country, as well as with those of the European Union as a whole at the meeting of Agricultural Ministers that I had the pleasure of chairing in May of last year, I realised that young farmers are ready to face the challenge. We politicians must be ready to help them in this process.

I am convinced that, together, we will succeed in safeguarding the long-term future of European agriculture.

• Minister for agriculture, wine-growing and rural development (L)



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\* A holding held by a person under the age of 35 occupies on average 1.0 annual work unit (AWU), 20.4 hectares of agricultural area (AA) and 22.7 livestock units, compared to 0.7 AWU, 10 hectares of AA and 7.5 livestock units on average for a holding held by a person aged 55 or more.

The proportion of young farmers is greatest for holdings specializing in horticulture or in pig or poultry production, while the proportion of holders aged 55 or more is greatest for holdings active in permanent crops and mixed cropping.

More young farmers keep agricultural accounts and practise organic farming than any other age group in farming.

Source: Eurostat publication "Statistics in focus 2/2003" based on the Farm Structure Survey 1999-2000

new member states will be more powerful, so that we can make more effective use of all the advantages offered by the European Community.

PAVEL MOULIS: President of The Young Agrarians' Society of the Czech Republic ■





The **agriculture of tomorrow can become real** only if today's young farmers are allowed to exploit the current opportunities and potential. It is principally young enterprises that are able to interpret and concretize this evolutionary process, which would promote a young and vital agricultural sector that is integrated in the territory and in the economy, and is able to guarantee quality products, good maintenance of the environment and the tangible development of rural areas.

**European young farmers want to play a key role in defining the agriculture of tomorrow.** We are ready to offer our contribution in terms of entrepreneurial skills, knowledge and know-how, in order to build an agricultural model that fulfils the needs of farmers and at the same time responds to the demands of society as a whole.

We are ready to start serious discussions on potential new goods (including biomass production) and services that farmers can offer to society. Also, in order to support the smaller farm structure in the EU, we need to rediscover farmers collaborations.

**Europe's young farmers call on policymakers to work closely together to develop policies that will keep agriculture viable throughout the EU and to allow us to play our strategic, innovative and fundamental role.**



## A POLICY PROPOSAL

From European young farmers

**W**e believe that the ongoing debate on rural development should focus on how to **develop a package of horizontal measures for young farmers as an integrated and mandatory part of the rural development regulation from 2007-2013**, to ensure the continuation and development of agriculture by young farmers in the longer term, and to help them to make entrepreneurial choices.

This package should include a business plan in which young farmers have to state clearly their ideas of the takeover and adjustment needed to obtain a farm with reasonable income perspectives without neglecting environmental and social standards in farming. Guidance in this process should be available to young people through advisory services and information points offering all kinds of information for farmers and non-farmers. On the other hand, the business plan should give access to installation aid and ensure the young farmer priority access to a number of rural development measures directly correlated to the development of the farm, such as training and advisory services, investment support, agri-environmental schemes, etc. While a gradual early-retirement scheme linked to the installation of a young farmer is an important tool to increase young farmers' access to farms and land.

The package should be a tool to reduce administrative procedures with the mandatory installation aid should help the young farmer to take over the farm while the other measures should help the young farmer to restructure creating a viable and competitive agricultural enterprise.

This package, if developed properly, would not only inject more business spirit into farming, but could also become a contract with society that each young farmer in the future has to make in order to receive public funding. On the condition of a proper ex ante and ex post evaluation, the business plan could become a tool for the public administration to check that public money is being spent appropriately on the implementation of the European agricultural model, to ensure better farming that favours all of society.

Young people are the resource for developing tomorrow's EU. The EU prime ministers have already recognized this by paying special attention to young people and targeting policies at us such as the recent relaunch of the Lisbon strategy objective, realized during the summit held 22-23 March 2005 in Brussels. Now it is time for the agriculture ministers do the same, and turn the priority of young farmers in the rural development policy into a real priority within the agricultural and rural development policies.



**I**n a European model of agriculture, it will be the job of the Member States to use the power of the union to export our agricultural production, in combination with the motivation

of local inhabitants to use products from their own region. In the future, a farmer will do a lot more things than just farming. Farmers will take care of the countryside and landscape, etc., as



Innovative farming ideas could very easily be spread across the EU by establishing a programme of training and exchange for young farmers in the EU, enabling individuals and groups of current and future young farmers to take part in study exchanges to find out about best farming practices, innovative ideas etc. in other countries. This programme could be like an Erasmus programme for vocational training in agriculture. The programme could be coordinated by CEJA to ensure the European dimension, implemented by the national young farmers' organisations across the EU, and should be eligible as part of the European network for Rural Development.

Within the EU there are enormous differences in the way farms are taken over, and in who takes them over. While farming on rented land is becoming "normal" for the young generation all over the EU (in 2000 farmers under 35 in the EU-15 owned just 44% of the land they used, against 73% for the over-55s, cf. footnote 1), there are still enormous differences between EU member states in succession, both in terms of heritage rules but also in terms of traditions (new entrants without a farming background, young people's willingness to start farming in another country, etc.). It would be interesting if the European Commission carried out a **European study** mapping these different traditions relating to installation. Such a study could identify best practices for smooth generational changes and serve as a tool to promote agriculture as a potential future career for the young generation in the EU.

Now that globalization is also a reality in terms of trade in agricultural products, we more than ever need well-defined rules within the **WTO** that allow farmers, and particularly young farmers, to enjoy a good standard of living and quality of life. What we need is a worldwide agricultural framework that allows fair agricultural trade and respects local characteristics, protecting the origins of products and allowing local non-trade-distorting public support as a tool to promote the existence of farmers in order to let them play their economic, social and environmental role.

The very nature of the agricultural production and the increase movement of agricultural products makes us believe that now is the now is the right moment to ensure the **development of a clear set of EU risk-management tools**. The young generation in farming often has to take on significant loans in the setting-up period and we are often more specialised than our older colleagues. This makes us more susceptible to market instabilities and risk.

Finally, the Common Agricultural Policy (CAP) has been reformed three times in the last ten years. The last time, in 2003/4, the majority of agricultural support was decoupled (and linked to strict cross-compliance rules) but calculated in historical references. There is a need to make sure that CAP first-pillar support is also available to the young generation, as a priority, to ensure that future farmers will also be able to obtain support for providing society with services that cannot be charged through sale of the final product. We call on all institutional and social partners to **start thinking together about how European policies, including the CAP (1st and 2nd pillars), should look after 2013.**

## The vision of Dutch agriculture by 2015

"Farmers must be entrepreneurs and run their holdings as a business; the role of the state will be to support farmers through advice, training, the reduction of bureaucracy, and investment in research, rather than through price support mechanisms or income guarantees.

Cooperation is paramount here, especially within the food chain and the primary sector. Entrepreneurism, meanwhile, is in my opinion the main factor to success. By that I mean that expertise, namely experience in the areas of farming and management, are important. But a good understanding of the market and society are also indispensable.

With such a policy, it seems reasonable to assume that the Dutch model of farming will, by 2015, be a model where it will not be unusual to see individual dairy herds of more than 10,000 and the prospect of 40 hectares under glass.

The future of rural areas remains unimaginable without farmers, though the number of Dutch farmers in this model will probably fall from 84,000 in 2004 to roughly 60,000 by 2015, and one result of the more global reality will be more farmers choosing a future in farming outside their home country."

• MR CEES VEERMAN *Minister of Agriculture, Nature and Food Quality (NL)*

well as producing food. The existence of the farming sector in the countryside will help make it a relaxing place for a lot of people, just as the image of nature is today, but with the intention that it also provides a living for the farmers. The enlargement of the European Union gives also farmers a fan of possibilities and challenges that we

## MARIANN FISCHER BOEL AT THE FARM OF PIERRE BARTH:



In 2005, the Council of the EU agreed on the framework of the new rural development policy for the period 2007-2013. At that occasion, CEJA has invited Mrs Mariann Fischer Boel, Member of the European Commission responsible for agriculture and rural development and Mr Joseph Daul, President of the Committee for agriculture at the European Parliament, on a farm visit to show them how the current policy for rural development has been used and the opportunities for development that it has offered so far and to discuss the possibility of integrating the "young farmers' package" into the future rural development legislation (for the details of the package for young farmers see page 19-29)

The farm visit took place at the farm of Pierre Barth, aged 31. Pierre has 80 ha with apples, vine, hops and maize. Pierre Barth took over his farm from his parents in October 1996. In the process, he and others obtained installation aid and he has adjusted the farm since taking over.

Pierre started to produce apples on 6 ha after taking over, then he slightly increased the surface area of the vines, hops and maize. All his produce is sold to cooperatives, with the apples being sold to a German cooperative.

• *Member of the European Commission responsible for agriculture and rural development on farm visit to a young farmer organised by CEJA*



### After the farm visit:

"The European model of agriculture is a model with many farmers on the land – we would like it to stay this way, as a tool to keep the EU's countryside alive.

The farm visit to a diversified farm in Strasbourg run by one young man and two women clearly showed how farming is a tool to create jobs in the countryside and demonstrated that young farm enterprise is essential for the future development of the rural areas.

The Community strategic guidelines for rural development give a number of examples of how the farming sector can serve as a tool to bring the EU closer to reaching its objectives on sustainability set in Gothenburg, but what the strategic guidelines are lacking, however, is a clear picture of how to reach the Lisbon strategy's objectives of creating growth and employment in the rural areas. This is a shame when the average age, especially in the farming sector, is so high. We hope this farm visit can help to highlight the importance of young people and women as promoters of job creation in the countryside."\*

• *Giacomo Ballari: CEJA president*

## Joseph Daul:

Now that the Doha cycle discussions are at a key moment, I want the multilateral negotiations to contribute to establishing a world trade balance.

European agriculture, under the spotlight in these negotiations, is defending its assets and I am convinced of its strong position courtesy of the effort made to adapt, particularly through the CAP reform in 2003.

Nevertheless, the situation will develop very fast and my message for the young farmers of the European Union is to start thinking seriously about what kind of common agricultural policy they want after 2013.

This is their duty and responsibility, in order to ensure their involvement in the next reform.

• *Chairman of the Committee on Agriculture and Rural Development of European Parliament*

\* "In spring 2001 a survey was carried out among more than 3000 professional farmers in six European countries. A first important outcome is that the agricultural sector cannot be conceived as being composed of two contracting segments: one of small, pluriactive farmers and the other of highly specialised, professional farms. The survey shows that of the

professional farmers who derive their income mainly from agriculture, 27% are systematically involved in pluriactivity, 28% are active in some kind of broadening type of activity, whilst 38% are engaged in deepening (with especially high levels of involvement in quality production). The farmers most active in rural development are not a marginal group. They are in

general larger farmers, younger and better educated than the average. Last but not least, this group has a high proportion of female farmers and / or farmers' wives who play a crucial role in the creation and further unfolding of rural development activities." Jan Douwe van der Ploeg, Professor at the University of Wageningen, 2nd conference on rural development in Salzburg.

should use to expand our markets. PIETER DE OOST:  
President of Flemish young farmers' organisation (Groene Kring) ■

Dear reader and friend: I hope that this publication will help you to understand the challenge that we "young farmers" are facing and to realise the importance of agriculture and



## RURAL DEVELOPMENT AND CREATING A PACKAGE

For young farmers within the national rural development plans

Inspired by the European debates realised back in 2001 – see box below – CEJA has since then been calling for the need to establish a package for young farmers with the objective of allowing the young farmer to concentrate on the long-term perspectives of the farm in order to obtain a sustainable income and to maintain high European standards, using more time to identify the instruments needed in this process and less time filling in forms.

We believe that each Member States could easily take the first step in creating a package for young farmers in the rural development programme for the period 2007-2013 coordinated around the business plan (which in the future will be a condition for obtaining installation aid). We propose to let the business plan become a tool for the new entrant to think seriously about how to develop a sustainable farm – respecting the EU standards – with good income prospects. We believe that this could be done by asking the young farmer to make a serious plan containing detailed information. We then believe that the public administration could encourage the young farmers' business spirit by making sure that the business plan will be offering the young farmer in priority access not only to investment and installation aid but also priority access – accepted with the business plan – to training, information, guidance, agri-environmental scheme etc. We are convinced that such a coordinated approach around the business plan especially if meaning access to tools in all axis of the rural development scheme could become an key tool to develop EU which a competitive, sustainable and integrated into EU territory.

### CEJA ACHIEVEMENTS

With regard to the package for young farmers at EU level so far:

In 2005, the Council agreed on a new rural development policy for the period 2007-2013, and the political agreement was transferred into Council regulation (EU) No 1698/2005 of 20 September 2005.

Since the proposal for a new rural development policy was published in July 2004, CEJA has taken part in various debates organised by European institutions in order to promote the above-mentioned ideas, which we refer to as the establishment of the package for young farmers, and we have been in contact with the draftsmen who prepared each of the reports proposing how the support for rural development policy in the period 2007-2013 can be improved (for the detailed idea of how we believe the European Commission proposal had to be changed, see the CEJA position on [www.ceja.org](http://www.ceja.org)). You can see the result below.



### From 2001 to date

In 2001 the European Parliament, the Economic and Social Committee, and the Committee of the Regions all prepared at their own initiative reports on young farmers (available on the CEJA home page: [www.ceja.org](http://www.ceja.org)).

By the end of 2001, representatives from these three organisations met with young farmers' leaders from across Europe to discuss the future of agriculture. By the end of the meeting, the representatives made a joint declaration – also available on CEJAs homepage – in which they jointly urged both the Council of the European Union and the European Commission, who were also present: "To make young farmers a priority in any future planning, and to take effective and urgent measures to promote and support young farmers in the context of the mid-term review, and as requested by the respective resolutions / opinions recently adopted on this subject, without delay"

In April 2002 the Italian minister of Agriculture, Gianni Alemanno, took action on this request and proposed to his fellow ministers within the EU Council of Ministers of Agriculture to hold a European Conference on the Future of Young Farmers aiming at defining new strategies to promote the establishment, consolidation and development of farming by the younger generation. The EU Council unanimously agreed to this proposal and the Conference was held in Rome in March 2003, hosted by the Italian Minister of Agriculture, Giovanni Alemanno, in collaboration with the Greek EU presidency on agricultural matters, represented by the former Greek Minister of Agriculture, Georgios Drys.

The guest speakers included former Commissioner Franz Fischler, many agricultural ministers and secretaries of state, as well as agricultural representatives from the national embassies in Rome of the remaining EU-25. 1.000 young farm leaders from all parts of Europe also took part in this conference.

During the conference, the Italian Minister of Agriculture, Giovanni Alemanno, stressed **"CAP reform must be a reform for young farmers, because if we are not able to ensure generation change there will be no future for European agriculture"**. The outcome was, among others, that young farmers were made a priority to be especially targeted within rural development policy as part of the CAP agreed in June 2003 and the support for this category of farmers was reinforced within the rural development policy.





## COMMITTEE OF THE REGIONS

(EU advisory body). While the first draft of the Committee of the Regions report did not contain any specific reference to young farmers' needs, the final version in relation to young farmers says:

*One of the conclusions reached at the Salzburg conference was that a living countryside is vital for agriculture, just as agriculture is a vital component of a living countryside. It is very important that regional development programmes pay adequate attention to the setting-up in business of young farmers. There is currently no integrated policy covering young farmers. One example of such an integrated policy would be the introduction of a start-up package bringing together, in a single scheme, all matters relating to the taking-over of an enterprise and setting up new farmers in business (point 2.9 of the report CdR 255/04 of 23 February 2005).*

## ECONOMIC AND SOCIAL COMMITTEE

(EU advisory body). While the first draft of the report did not contain any specific reference to young farmers' needs, the approved version in relation to young farmers says:

*In its 2001 opinion on young farmers<sup>11</sup>, the Committee already stressed the importance of aid to help young farmers to set up and stay in farming. This theme should therefore be one of the priorities of the future strategic plan for rural development, and start-up aid should not be restricted to the single premium proposed by the Commission in Article 21 of the draft regulation. Above all, it is important to ensure that the amounts in question are not reduced (point 4.3 of the report NAT/256 – CESE 251/2005 – 2004/0161).*

## TEXT AMENDMENT PROPOSED BY THE COMMITTEE: "ARTICLE 21: SETTING-UP OF YOUNG FARMERS

**2 – The support shall be granted in the form of:**

- – *a single premium up to the maximum amount laid down in Annex I;*
- – *an interest rebate on loans taken out in order to cover the expenses arising from installation. The capitalised value of this rebate may not exceed the amount of the single premium."*

## TEXT AMENDMENT PROPOSED BY THE COMMITTEE: "ARTICLE 23: USE OF ADVISORY SERVICES

**c – to help future farmers and potential forest holders to cover the costs arising from the preparation of a business plan for the development of their agricultural and forestry activity."**

<sup>11</sup> EESC opinion on New economy, knowledge society and rural development: what prospects for young farmers? Rapporteur: Ms Sanchez Miguel, CES 1314/2001 of 17.10.2001; OJ C 36 of 8.2.2002

## THE EUROPEAN PARLIAMENT

(EU legislative body in certain areas – but not for agricultural and rural development)

The first draft of the report "only" called on the need to allow the two-system support system of installation aid to continue by specifying "the setting up measure should be streamlined by granting a single premium or equivalent interest relief (new to be added) and made conditional on the establishment of a business plan ensuring the development of young farmers activities.

The final approved text (*EP P6\_TA\_PROV(2005)0215*) has been significantly expanded in relation to young farmers, as the text now also underlines:

- – *The need to keep the level of installation aid at €55.000 (instead of the €40.000 proposed by the Commission in the original text)*
- – *The need to make installation aid mandatory, and*
- – *The need to establish a package for young farmers around the business plan allowing the new entrant an instrument to develop the activity of the holding over time, so that the elaboration of the business plan becomes backed up by appropriate incentives, by means of an integrated package of measures concerning the various axis.*

The text also highlights the need to give young farmers sufficient time to apply EU standards.

The end result taken at the EU Council level:

The European Commission originally proposed to convert the installation aid from a direct payment and an interest subsidy of up to €55.000 into a direct payment of €40.000.

The EU council changed this with the result that member states in the next period (2007-2013) will be able to offer young farmers installation aid in three different forms: a single payment or interest payment up to €40.000, or a combination of the first two possibilities up to €55.000.

Member states can also (continue to) offer the young farmer 10% higher support intensity for modernization aid than other farmers.

Furthermore, the final Council presidency text also opens the way for the creation of a horizontal approach for young farmers, by proposing that the preparation of the business plan gives access both to installation aid and to investment support, helping the young farmer not only to take over but also to develop the farm in the first three years after installation.



## Next step: DEFINING THE EUROPEAN STRATEGIC GUIDELINES FOR RURAL DEVELOPMENT

In July, the European Commission published the proposal for the Community strategic guidelines for rural development. The objective of this text is to identify the areas important for the realisation of Community priorities, in particular in relating to the Gothenburg sustainability goals and to the renewed Lisbon strategy for growth and jobs. And while the text does seem to explain well how the agricultural sector can be a tool to reach the goals on sustainability, it seems less clear on how to arrive at the strategy for creating growth and jobs in rural areas.

The current text version (October 2005) discussed at Council level does mention the importance of young farmers: point (v) fostering dynamic entrepreneurship explicitly mentions *"Encouraging the entry of young farmers into the profession can play an important role in this respect."* It also proposes that member states introduce a package for young farmers in their national plans by explicitly mentioning *"To enhance generation renewal in agriculture combinations of measures available under axis 1 tailed at the needs of young farmers must be considered"*.

However, nowhere is the importance of the existence of young farmers in the rural areas mentioned as a tool to come closer to reaching the Lisbon strategy, even though:

*"Ageing of the farming population is observable, to varying degrees, throughout the Union and poses one of the main problems faced by rural areas" [...] maintaining employment in rural areas depends on economic activity and, in large part, both on having young people set up there and on creating conditions conducive to the presence of women on the land".* (extract from EU Council conclusion as a contribution on employment in rural areas under the European Employment Strategy from July 2003)

*"The farmers most active in rural development are not a marginal group of marginal people. They are in general larger farmers, younger and better educated than the average. Last but not least, this group has a high proportion of female farmers and/or farmers' wives who play a crucial role in the creation and further unfolding of rural development activities".* (extract from the publication "Living Countrysides – rural development processes in Europe: the state of the art." by Jan Douwe van der Ploeg, Ann Long and Jo Banks.)

CEJA will, during the negotiation period at EU level, try to convince the European policy makers about the fact that the young farmers performance is a key sector for coming closer to reaching the Lisbon strategy of creating employment and growth in the rural areas. It is therefore important to develop a set of rural development Community guidelines which allow the young generation in farming to come closer to reaching this objective. (See box on this page)

### ALBERT FALIP GASULL

"Europe needs to be capable of supporting a strong innovation of its economy, its enterprises and its territories in order to be able to guarantee the strong future competitiveness of its rural economy. Young people are an enormous resource for supporting a project of this kind.

This is why CEJA and each of its national member organisations are trying to convince European politicians of the need to make young people a horizontal priority that any national rural development plan should target in each of the axes in the future and, at the same time, fight for young farmers to be made a specific priority as a tool to obtain increased competitiveness in axis 1."

• CEJA vice president responsible for rural development

## Next step: FROM WORDS TO ACTION AT NATIONAL LEVEL

The member states and/or the regions have to develop their rural development plan for the period 2007-2013 as well as the national strategic plans in time to be able to present them to the European Commission for approval in 2006 allowing the new policy to start in 2007.

Each member of the CEJA presidency has, in 2005, addressed a number of national conferences to present the idea of the package. For instance, CEJA president, Giacomo Ballari has addressed a national conference for 600 Portuguese young farmers, and a Hungarian workshop for 50 young farmers from the new member states. CEJA's vice-president responsible for rural development, Albert Falip Gasull, addressed a Polish conference for around 100 European participants

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of nature, maintaining of villages and traditions), which is the work that we, as young farmers, are offering to society. MARTÍ SUCARRATS MIRÓ: Coordinator. General de Juventudes Agrarias de COAG ■

## Professor Franco Sotte:



The key word for the future of the agricultural sector is “enterprise”. This is evidently true in the new member states as well as in the Mediterranean area, where the farms and the agricultural systems are still facing strong organisational and historical gaps. But in the whole EU, the agricultural sector will have to “redefine” the farmer’s profession to be able to cope with international competition, and be able to provide the new products and services requested by the market. On the other hand, the compulsory cross compliance and the agri-environmental payments offered within the second pillar both move in the direction of a reorganisation of the agricultural enterprises by asking them to develop new functions.

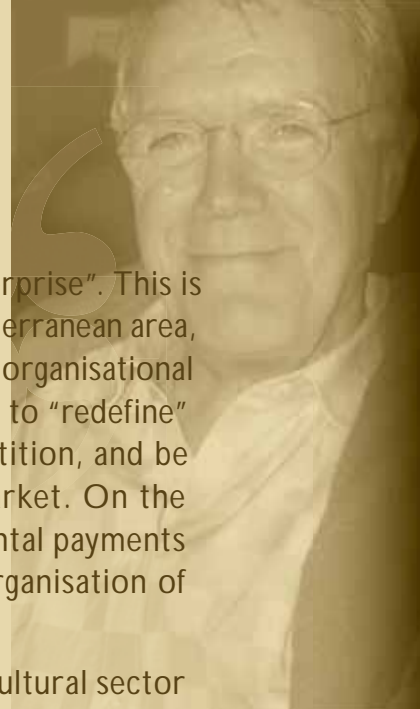
It is within this framework that the need for a rejuvenation of the agricultural sector has to be seen. “Enterprise” in fact will mean innovative projects, taking risks, professional engagement, professional qualification and economic and technical updating. All these attributes imply that the agricultural decision makers – individually and collectively – should be capable of planning and deploying strategies in a long-term perspective. For this reason, mainly, there is a need to rejuvenate the agricultural sector in the EU.

From this perspective, a fundamental renewal of the policy is needed. A renewal of the Common Agricultural Policy, first of all, which still concentrates its support on already acquired positions instead of strategic programmes, on the status conditions of the beneficiary instead of its behaviour. In other words, on the subject and not its project. What is needed is a long-term oriented policy which is guided by programmes and projects and is much more selective and concentrated.

Even though the Fischler reform has introduced fundamental and consistent modifications in the right direction, it has not granted this crucial change yet: the single farm payment risks becoming another backward-looking entitlement that hampers agricultural turnover, especially if the cross compliance obligations are weakened or unattended. The single area payment risks becoming a new rent and then an obstacle to entrepreneurial behaviour and to the entrance of fresh energies and long term perspectives into the agricultural sector.

The reform process, which started – but was not concluded – with the Fischler reform, should be further enhanced in a decisive and consistent way. The next step concerns rural development policy for the period 2007-2013. The new rural development policy should focus on the agricultural enterprise and entrepreneur, linking private and collective interests. For this reason I strongly support the proposal from CEJA to adopt the business plan as a key tool for selection in the rural development policy. Not only it is necessary for the efficient management of the installation aid, but it is also crucial to manage all the other measures available within the second pillar of the CAP.

• *Liaison Officer for Italy EAAE (European Association of Agricultural Economists). Vice-president of the Groupe de Bruges. Professor at the Department of Economics, Università Politecnica delle Marche – Ancona (I)*



The European model of farming is one with many farmers on the land and diversified in terms of size. However, in the future, we risk have two different types of farms. The

so-called multifunctional farms and a few farms efficient enough to compete on the world market. But we will definitely have less farms! Increasing the size of farms is not an endless process. The



(each of their speeches are available on our homepage [www.ceja.org](http://www.ceja.org)). The CEJA networking even helped to ensure that the idea of the package was presented to young Argentinean farmers thanks to one of CEJA's members. However, this is only a first step to help overcome the ageing afflicting the EU's rural areas.

As mentioned in the council conclusion from July 2003 (see page 21), the ageing problem in rural areas is linked to the problem of the ageing of the farming population. So while we recognise that young people might live in rural areas to do things other than farming, the rejuvenation of the farming sector is an important tool to overcome the general problem of ageing of the rural areas and also important as a tool to encourage more innovation in the sector.

## DEVELOPMENT OF PARTNERSHIPS

**I**t is time for the entire European territory to construct true and real development projects in the rural areas based on strong partnerships between institutions and people who operate in the territory, as a main tool to overcome the problem of ageing of the rural areas. Ways to do this include:

- - *Integrating rural youth organisations, including young farmers' organisations, in all parts of the planning (development of programmes, realisation as well as evaluation).*
- - *Promoting concrete youth initiatives in rural areas by making sure that each local action group created in accordance with article 62 within the leader programme always includes a young person (under the age of 40) In areas where farming is significant, this young person should be a young farmer, while in areas where farming is less significant, this post should be occupied by a young person with a farming-related background.*

## SPECIFIC FINANCIAL SUPPORT

**S**etting up a farm is often expensive and adapting the farm to meet market demand and European standards mean that funding remains an essential factor in the young person's choice – regardless of whether a young person takes over his/her parents' farm or buys the farm on the open market.

The level of installation aid will remain unchanged within the rural development regulations for the 2007-2013 period, the form will change slightly, allowing Member States to offer young farmers installation aid in three different forms: a single payment or interest payment up to €40.000, or a combination of the first two possibilities up to €55.000.

The level of modernisation aid has remained unchanged (although the time period for which the Member State is allowed to offer the young farmer the higher support level has been reduced from five to three years after installation!).

### Hervé Coupeau:

**I** have been nominated for the Economic and Social Committee to represent the French young farmers' organisation (Jeunes Agriculteurs). In my capacity as a poultry producer from Tours, I started to attend the NAT and ECO section on 18 October 2005.

Europe is a great adventure, but its history has still to be written. It's up to us European young farmers to build this dream of a "EUROPE" that is a social and economic model for the rest of the world and which can allow all Europeans to build their social and economic success. Europe must be the guarantor of the security of each citizen. It's up to us, European young farmers, to build a fairer Europe and to create coherent policies. Our seniors have given us the foundation of good tools. It's up to us to defend our convictions in order to give our children prosperous territory.

- *Member of the Economic and Social Committee (F)*



The table gives an overview of how Member States have activated the support for the setting up of young farmers and investment support within the current policy for rural development covering the period 2000-2006. It shows that there are major differences on how Member States specifically help young farmer in the period of takeover and modernisation, but can offer an inspirational overview of how a best practice support scheme could be activated to activate the setting up of the young farmers, article 22, and the scheme to modernise the farm, article 26, of Council Regulation (EC) No 1698/2005 (starting in 2007) to help the young generation financially in the period of installation.

TABLE: SHOWING THE CURRENT TYPE OF INSTALLATION

COUNTRY TYPE OF AID (ART. 8.2)	10% HIGHER SUPPORT FOR YF IN AGRICULTURAL HOLDING (ART. 7)
<b>BELGIUM</b>	<b>NO</b>
<b>FLANDERS</b> A SINGLE PREMIUM of max €25,000 is linked to an investment and is paid in equal parts over 5 years An INTEREST SUBSIDY covers 4% of the interests on the loan the YF has taken, it goes up to a max of €25,000, and is paid in equal parts over 10 years Another REGIONAL INTEREST SUBSIDY covers 4% of the interests on the loan the YF has taken; it goes up to a max of €25,000 Max total aid: capitalised value of three times €25,000 a total of €75,000 <b>WALLONIE:</b> A SINGLE PREMIUM of max €25,000 is linked to an investment and is paid in one time. An INTEREST SUBSIDY covers 5% of the interesters (with a min of 1% that the young farmer has to pay) on the loan the YF has taken, it goes up to a max of €25,000, and is paid in equal parts over 15 years Another REGIONAL INTEREST SUBSIDY covers 5% of the interests (with a min of 1% that the young farmer has to pay) on the loan the YF has taken, it goes up to a max of €25,000, and is paid in equal parts over 10 years Max total aid: capitalised value of three times €25,000, a total of €75,000	
<b>CZECH REPUBLIC</b> No support	<b>YES, 5% HIGHER SUPPORT OF INVESTMENT</b> in Agricultural Operational Program for young farmers. Max 55% and 65% in less favoured areas
<b>DENMARK</b> THERE ARE NO DIRECT INSTALLATION AID young farmers can loan 20 percent (from 70% to 90%) (maximum €520,000) of the price of the farm with a state guarantee. The first 70 percent of the price are no problem, and can always be loaned. The last 10% is the young farmers savings and bank-loan	<b>NO</b>
<b>GERMANY</b> A SINGLE PREMIUM of €10,000 if the young farmer invests at least €50,000. This amount of aid differs between the federal states of Germany, e.g. Rheinland-Pfalz doubles this amount out of its own resources	<b>NO</b>
<b>GREECE</b> A SINGLE PREMIUM: <ul style="list-style-type: none"> <li>• – Mountainous area: €25,000</li> <li>• – Disadvantageous area: €20,000</li> <li>• – Flat land: €15,000</li> </ul>	55% OF THE WHOLE INVESTMENT BUT IT CAN NOT EXCEED THE AMOUNT OF €225,000 PER FARM
<b>SPAIN</b> A SINGLE PREMIUM of max. €20,000 An interest subsidy of max. €20,000 This sum can be increased each time by + 10% when: <ul style="list-style-type: none"> <li>• – It is a woman who is setting up</li> <li>• – You hire an additional UTA</li> <li>• – You are located in a less favoured area</li> </ul> <b>MAX TOTAL AID €50,000</b>	<b>YES MAX 50% AND 60% IN LESS FAVOURED AREAS) OF A MAX. INVEST OF</b> <ul style="list-style-type: none"> <li>• – <b>INDIVIDUAL OWNERS:</b> €90,152 per UTA and €180,304 per holding (2 UTA)</li> <li>• – <b>FIRMS AND COMPANIES:</b> €90,152 per shareholder and €360,600 per holding (see max 4 UTA)</li> <li>• – <b>INTENSIVE CROPS:</b> (greenhouses for fruits and vgs.): €601,012</li> </ul>
<b>FRANCE</b> The max of the SINGLE PREMIUM depends on the zone and it is not linked to an investment <ul style="list-style-type: none"> <li>• – €35,900 mountainous areas</li> <li>• – €22,400 in less-favoured area</li> <li>• – €17,300 in flat land</li> </ul> <b>INTEREST SUBSIDY:</b> The max amount of the loan the young farmer can take is €109,700 for a period of 10 years; the interest is subsidised by the state, so the interest that have to be paid by the YF is rather low. The interest also depends on the zone. <ul style="list-style-type: none"> <li>• – 3,5% in flat land</li> <li>• – 2% in other areas</li> </ul>	<b>YES</b>
<b>IRELAND</b> A SINGLE PREMIUM of €9,500	<b>N/A</b>

when to convert - for as Darwin said, "it is not the strongest who will survive but the ones who are able to adjust quickly". The next question to ask is if we will be able to remain innovative throughout

our lifetime as farmers? ERIK JENNEWEIN : President of German young Farmers organisation (BDL) ■



## AID TO YOUNG FARMERS

COUNTRY TYPE OF AID (ART. 8.2)	10% HIGHER SUPPORT FOR YF IN AGRICULTURAL HOLDING (ART. 7)
<b>ITALY</b> SINGLE PREMIUM of €25,000 INTEREST SUBSIDY linked to the cost of the investment with a capitalised value of a maximum of €25,000 MAX TOTAL AID €50,000	
<b>LITHUANIA</b> A SINGLE PREMIUM of max €25,000 (linked to agricultural land managed by the farmer, i.e. max support is €1,000 per ha of agricultural land – owned, rented, etc.). <b>STATE AID MEASURES:</b> <ul style="list-style-type: none"> <li>An interest subsidy (40% of interest is compensated for long-term credits taken by YF);</li> <li>An installation insurance subsidy (45% of installation insurance is compensated for YF, who have insured their crops, animals, machinery and production buildings against natural disasters or other unfavourable natural conditions).</li> </ul>	5% HIGHER SUPPORT, IF INVESTMENT IS MADE WITHIN 5 YEARS AFTER INSTALLATION: • MAX 55% AND 65% IN LFAS • SUPPORT CANNOT EXCEED €375,000 PER PROJECT
<b>LUXEMBOURG</b> A SINGLE PREMIUM of max €25,000 – not linked to an investment. An INTEREST SUBSIDY of max. €25,000 A FISCAL REDUCTION of max. €25,000 (max €5,000 over 5 years; e.g.: a diminution of purchase tax on real estate or tax for donation, refund of various taxes and costs). MAX TOTAL €75,000	YES IT IS POSSIBLE WITHIN 5 YEARS AFTER INSTALLATION TO OBTAIN MAX: 45% of max €375,000 and 55% for farms in the less favoured area. For investments in special-purpose crops, the max amount can be 45% (55%) of €625,000.
<b>THE NETHERLANDS</b> Single premium of 20% of maximum investment of €100,000 MAX AID €20,000	NO
<b>AUSTRIA</b> Single Premium LINKED TO THE LABOUR USE ON THE HOLDING AND TO AN INVESTMENT OF AT LEAST €15,000: • – 0.5 to 1 full-time labour unit: max €1,850 • – 1 full-time labour unit (off-farm activity >50%): max €4,750 • – 1 full-time labour unit (off-farm activity <50%): max €9,500	YES MAX 45% OF MAX INVEST of €127,177.46 / VAK or of max €254,354.92 / farm and 55% in the less favoured area
<b>PORTUGAL</b> A SINGLE PREMIUM of: • – €25,000 in less-favoured area; • – €22,500 in non less-favoured area; • – €10,000 partial time installation on less-favoured area. INTEREST SUBSIDY linked to the cost of the investment, with a capitalised value with a maximum of €25,000	YES MAX. 50%, OR 60% in less-favoured areas during a period not exceeding five years from the set-up For intensive olive production Max. 30%
<b>FINLAND</b> A SINGLE PREMIUM of max €22,000 which is not linked in doing an investment, is an income in the final taxation. An INTEREST SUBSIDY of max €22,000 and/or A FISCAL EXEMPTION for the usual capital transfer tax equal to 4% of the purchase price MAX TOTAL AID INCL. THE FISCAL EXEMPTION €50,000	YES MAX 25% TO 55% out of max invest of €840,000 in agricultural holding and €1,300,000 in horticultural, there is no difference between the areas.
<b>SWEDEN</b> There is a SINGLE PREMIUM of max €11,000 Advantages are given to women and full time young farmers Farming has to be at least 25% of the total income. 2 years after setting up, the YF can obtain an INTEREST SUBSIDY of max. €11,000 MAX TOTAL AID €22,000	YES
<b>UNITED KINGDOM</b> NO	NO
<b>SLOVENIA</b> There is a SINGLE PREMIUM €16,300 not linked to an investment	YES

UTA: Unidad de Trabajo agrario: 1 full – time workforce = 1872 hours / year

ULA: Unità Lavorativa Agricola. Man work unit = 2200 hours / year

VAK: 1 full-time workforce, 1800 hours / year

Source: CEJA member organisations

## FINANCIAL AID

For young farmers in the European union

**Article 8 of Council Regulation (EC) No 1257/1999, modified with Council regulation (EC) No 1783 article 1, envisages set-up aid for young farmers as follows:** Member States can offer young farmers who are setting up:

a – a single premium up to the maximum eligible amount of €25,000, and

b – an interest subsidy on loans taken on with a view to covering the costs arising from set-up; of €25,000 (capitalised value of the interest subsidy) + €5,000 may be granted to young farmers who are using farm advisory services linked to the set-up.

Furthermore, the Commission permits the granting of additional State aid exceeding these limits up to a maximum of €25,000, in particular where this is justified by very high set-up costs in the region concerned.

**Article 7 of the same regulations allows member states to give support for investment in agricultural holdings:** Member States may offer investment aid but shall set limits for the total investment eligible for support.

The total amount of support, expressed as a percentage of the volume of eligible investment, is limited to a maximum of 40% and 50% in less-favoured areas.

Where investments are undertaken by young farmers, as referred to in Chapter II, these percentages may reach a maximum of 50% and 60% in less-favoured areas during a period not exceeding five years from the setting up. The age condition laid down in the first indent of Article 8(1) must be met at the time of set-up."

**Since 2003, the rural development regulation clearly specify that "as young farmers represent a key factor in the development of rural areas, support to this category of farmers should be considered as a priority. In order to facilitate the establishment of young farmers and the structural adjustment of their holdings, it is necessary to reinforce the specific support already granted."**

**Council Regulation (EC) No 1698/2005 Article 22 (starting in 2007):** installation aid can be offered as a single payment or interest payment up to €40,000, or a combination of the first two possibilities up to €55,000

For further details on how the set-up aid is provided please see our website: [www.ceja.org](http://www.ceja.org)

I would like to see young farmers become able to generate a reasonable income from their farms. An income based on good agricultural practices and entrepreneurship, resulting in higher appreciation of agricultural products by the consumers. DIRK BRUINS: President of Dutch young farmers (NAJK) ■



Whereas, until a few decades ago, the success of agricultural production depended largely on material factors such as fertility of soils and climate, today, although the aforementioned factors are still important, greater emphasis is placed on other factors such as human intelligence and creativity, richness and variety of crops, professional skills and applied knowledge.

Here we give examples of how member states could choose to use future rural development funding such as article 21 “vocational training and information actions”, article 24 “use of advisory services”, article 25 “setting up of management, relief and advisory services”, article 53 “diversification to non-farming activities”, article 54 “support to establishment and development of companies”, article 55 “promotion of tourism”, as well as article 58 “vocational training” all of Council regulation no 1698/2005, to promote different innovations in the agricultural sector.

#### INFORMATION:

Information is essential as a tool to attract the young people's attention to the agricultural sector as a potential future career. There is a need to have strong points of reference where young people can go to obtain more information on farming. Such information points should be able to provide the citizens with information also on the possibility of setting up in another member state and – why not – also outside the EU.

Such information points could even become a reference for other people wishing to know more about agriculture in the area and about the European agricultural model and its implementation.

**Interesting solutions already applied across the EU:** In France, two structures exist **called information points on installation and information points on transmission**. The first serves to identify young people interesting in a future in farming, while the second serves to identify farmers interesting in handing over their farms. These two structures are closely linked, mainly thanks to the organisation of young French farmers (Jeunes Agriculteurs), as well as having links to the ADASEA (Association Départementale pour l'Aménagement des Structures des Exploitations Agricoles). The structures **serve as a way of easing the entry of young people into farming** by the existence of information points and a strong network back to the agricultural sector.

**A proposal for what could be developed in the new rural development plans:** Article 52 of the new council regulation no. 1698/2005 can be used to develop **information points on farming** for farmers and non farmers, similar to the already existing EU info points and linked in some way to the already existing structures such as Europe Direct (ex. Carrefour européen) agricultural chambers, etc.

These farming information points should target both new entrants and farmers wishing to hand over their farms. They could help the new entrant and other farmers interested in developing a sustainable and competitive farm to overcome problems, such as taxation, heritage law, investment decisions, choice of sector, administrative burdens, potential aid schemes and training etc., by providing appropriate information.

Furthermore, these information points could be recognised as an entity able to provide advisory services, in the light of article 24 of the regulation. Such services should guide the new entrant in developing an economically viable farm for the future, market oriented, keeping the EU standards high, and underlining the importance of the European multifunctional agricultural model.

These information points could also become a reference for non-farmers and, as a result, serve to increase transparency regarding European agricultural sectors among the general public.

**A further tip** CEJA could have a role as coordinator to ensure that allow regional and national information points to have the needed information on the possibility of young farmers setting up in other parts of the EU.

Concerning the future of agriculture in our region, I believe that traditional produce (cereal crops, beets, meat and milk) will remain our main produce. A part

of the excess cereal and beet produce will be converted into bio-fuel. In our country, I unfortunately fear a large drop in the utilized agricultural area as a result of growing urbanization.



## EDUCATION, TRAINING AND LIFELONG LEARNING:

Training is becoming more and more important as a tool to obtain success in the agricultural sector, and to open farmers' mind on how to innovate and adapt to the new farming reality. It is a fact that a highly skilled young farmer has more chances of a bright future, and we have therefore asked our members, European young farmers' organisations, to identify strengths and weaknesses of the current level of educational system and regarding training provided.

There are many different institutes and institutions offering agricultural training in the member states, and the training level required to the young farmer varies enormously across the EU (see, for instance, the CEJA homepage [www.ceja.org](http://www.ceja.org) for the different kind of training that Member States require to provide installation aid)\*.

The survey on training made by CEJA indicates that Europe's young farmers consider that formal agricultural education often fails to develop the entrepreneurial skills of the farmer in very concrete terms. Furthermore, while public education is being provided free of charge or at a low cost, it is not always efficient as it has a tendency to be either very theoretical agronomic studies at university level or, more rarely, at specific agricultural schools. Both kinds of education seem to have a tendency to miss the link between practice and theory and in the majority of the cases, **an actual internship on a farm is absent**. On the other hand, the private training offered to farmers is often more business oriented, better structured but also often far more expensive.

**A proposal on how agricultural schools and universities should EDUCATE future farmers is combining theory and practise as a tool to develop the entrepreneurial skills of the future farmer\*:**

In the French educational system to become farmer, six month placement on a farm, of which three months in France and three months can be abroad, is compulsory. CEJA helped in the period 1990-2001 the students to find a placement through the PEJA programme (see page 11)

In Denmark, students at agricultural school **finish their two-year study period by carrying out an actual installation project**. The agricultural students have to pick a real farm that they wish to take over, and from the situation on the actual farm, produce a project showing its development in the years to come.

**An example on what is being done in practice to promote the innovative work of the young farmers:**

The Italian young farmers' organisation Agia provides information on how to start or improve an enterprise, helps to create the business plan of a new enterprise or to improve an existing one, and promotes the young enterprise through the web portal [www.qualitagiovane.it](http://www.qualitagiovane.it)

**LIFELONG LEARNING is fundamental for the agricultural profession. New techniques, new practices, and the rules change quickly and, as a result, the farmer needs to continuously update his or her knowledge.** But also here, the CEJA survey indicates that serious structures still have to be developed to be able to respond to such a need. The lifelong learning concept has today mainly been developed by private institutes whose courses are too expensive but interesting.

**Young farmers' organisation across the EU can help to promote innovative lifelong learning:** The Wallonian young farmers' association, FJA, provide a number of one day **training courses on specific topics**. The young farmers can consequently learn how to keep accounts on the farm, learn more about artificial insemination etc.

The Italian young farmers organisation Agia and the German young farmers organisation BDL provides a **direct Internet-based information system** (extranet) bound by the association card.

Josef Pröll:

Today's working environment is characterised by being permanently confronted with new challenges. This particularly applies to farmers, with the multifunctional tasks they fulfil for their country and society. In this respect, lifelong learning constitutes an important tool for shaping individual opportunities for life and work.

What is important for young farmers is, first of all, comprehensive agricultural training and regular refreshing of their knowledge through further training. These core competencies constitute the basis for an up-to-date, sustainable form of management and for the ability to prevail in competition.

I will therefore be placing special emphasis on the topic of education during the Austrian EU Presidency 2006.

With its seminars and events, the CEJA makes an important contribution to further education and the improvement of the situation of young farmers.

• Minister for agriculture, forestry, environment and water management (A)

\* Only in Denmark is the training element linked to the farmers' possibility of buying certain amount of land.

This will also lead to a fall in the number of animals as a result of neighbourhood problems as well as the problem of nitrates. Where the size of our farms is concerned, I see them getting bigger as farmers will increasingly be coming together in various groupings (Cuma,



The Italian young farmers' movement of Coldiretti provides **training courses via the Internet**, where lessons on a number of overall topics are being provided by various university professors and experts. These electronic training courses are followed up with a number of meetings where young farmers from all parts of Italy meet to exchange views on a specific topic.

Young farmers' organisations, like for instance the Dutch young farmers, **NAJK**, hold **national meetings to discuss a theme**, such as, for instance, rural law.

Each of the courses provided by young farmers organisation serve to allow young farmers not only to be informed but also to exchange views and practical experience with experts and other farmers at both local, regional, national and sometimes even at European level.

Also, it is worth mentioning that CEJA organises a number of European meetings each year to transmit information on important topics to its members at EU level – often these meetings are held in the member states which is most advanced, thereby allowing it to show examples of best practices (see page 11).

**A proposal for what could be done within the new rural development plans:** Article 21 of Council Regulation (EU) No 1698/2005 should help young farmers' unions to provide cheap/free training courses on lifelong learning for young farmers covering a wide range of issues, from farming techniques and product marketing to the use of the Internet on the farm, how to be a good farm manager etc. Training courses could also be promoted with the aim of investigating how the farming sector in the EU could exploit the possibilities offered by the principles of the Treaty (free circulation of people, goods and capitals).

Article 56 of Council regulation (EU) No 1698/2005 should also help (young) farmers' unions to promote the knowledge-based society in farming too, by **offering the young generation in rural** areas access to the Internet (ADSL lines), special training courses in the use of modern technology, etc.

## ADVISORY SERVICES:

Advisory services are one of the key elements in ensuring the success of the farmer on his/her farm. A good consultant is a person who is able to see the potential of the farm and the farmer and who tries to match this specific potential with the increased request for more competitiveness by proposing a number of solutions which could range from increasing productivity or lowering input costs to the need to convert production and/or add an innovative element, to sell the product differently etc. And all this is a reality which never sets aside the fact that EU standards have to be kept high.

Regarding the advisory services offered on EU territory, Europe's young farmers estimate that the public advisory services have good networking making them present across the territory and are relatively cheap. But there is a lack of staff and, as a result, a delay in the advisory services provided. Also, it is worth mentioning that the CEJA survey indicates that there seems to be a certain uncertainty, depending on the people and the region, vis-à-vis the quality of the advice offered by the public advisory services.

On the other hand, there are the private advisory services, which are considered by the young farmers as more efficient but also more expensive to use. The positive aspect about private advisory services is that private consultants, due to the high costs, are forced to deliver a result. It is worth mentioning that there is also a need to be careful with private services, because they can also be commercial companies, as for instance banks, who try to influence farmers for commercial reasons.

\* Public education cannot be cofinanced by the EU rural development policy but is though included here as it is an essential tool for the future education of the farmers.

Gaec, SA, ...), for two main reasons which also represent an important challenge for us young farmers: to reduce production costs and have a "normal" social life.

Our farmers will finally experience a decent social life, and will be able to take time off for leisure activities, training and holidays. But "social life" will also mean added activity for



**Interesting solutions:** *The young farmers' organisations across the EU find that they have an important role to play in this area, and they want to provide this service to their members in a neutral and inexpensive way.* The CEJA survey indicates that a number of national young farmers' organisations already provide advisory services to their members. For instance, the young farmers organisation can provide the advisory services free of charge or at moderate cost, as is the case with the Czech young farmers organisation, which provides practical advice to their members.

The Lithuanian young farmers' organisation mentions that, as they are represented and present at national level, they are **very close to the young farmers and have created a good working network**, and that they become more efficient as they through the advisory service get to know their members better and, as a result, are better able to represent them politically.

**A proposal for what more could be done:** Article 23 of the new regulation should be used to help future farmers in meeting the costs arising from the use of advisory services to develop the business plan which, among other things, is meant to show how the new entrant intends to improve the performance of the holding to be taken over in order to attain the obligatory standard.

### THE INVESTMENT PLAN:

A young farmer setting up in farming now already has to provide an investment plan, most notably to the bank in order to apply for a loan. But while the investment plan does give a clear overview of the financial longer-term aspects of the farm, it does not necessarily give an overview of how the young entrant aims to reach the EU standards etc. CEJA has asked our members to evaluate the effectiveness of the investment plan, and while they all seem to indicate that it is already rather **expensive** for the new entrant to produce, in the majority of the cases, the young farmer does ask for advice on producing the business plan from **private consultant companies**.

For instance, the French young farmer raises the fact that the costs linked to establishment of the investment plan actually result in a part of the financial support offered to the young farmer to set up in farming being used to cover the costs linked to the creation of the investment plan, with the result that having make several investment plans to renew the farm during a lifetime risks becoming a costly affair.

So while Europe's young farmers recognise that the investment plan is a good tool to make the new entrant think about future perspectives in farming, we propose that the problems of expensive private consultants are overcome, as follows:

The Spanish young farmers of the COAG propose, in full agreement with CEJA's idea, to make sure that the investment plan in the future gives access to a number of support measures that can help the young farmer in the first years of installation, starting with link installation and investment aid.

In Denmark an alternative exists, as there, farmers gather in working groups to learn from each other, after which each one develop his or her own investment plan.

A proposal for a better installation – less red tape and a degree of certainty:

The establishment of a package for young farmer as part of the rural development policy is the most efficient way to create best perspectives for the young farmers, in terms of ensuring some certainty in the set-up period and in the period of modernisation and cutting red tape. However it is also a guarantee more for the public administration to get more certainties that the European standards will be reached.

Starting from 2007, it will become mandatory for young farmers to prepare a business plan as an instrument to obtain installation aid. We propose that Member States use the business plan to promote the business approach in farming. The business plan should be "a stop and go" solution able to guarantee the young farmer access not only to installation aid but also, as a priority, to a number of other measures allowing the young farmers to make a long-term plan on how to develop a sustainable farm project with long-term income prospects providing slow activation of the different measures.

many of us and set-up "outside the family setting". This is vital for the renewal of the generations and the continuation of our sector.

XAVIER BOURGEOIS: Vice-president of the Wallonian young farmers (FJA) ■

## Negotiations within the World Trade Organisation



After a period of CAP reforms in 2003 and 2004 which will influence what the European farming sector will look like in the future, the next challenge for the EU is the WTO, where issues including domestic support, market access and export subsidies will be discussed. While the EU prepared for the so-called Doha round by reshaping its Common Agricultural Policy to make it better able to take environmental, public health and animal welfare concerns into a new framework meant to last until 2013, the new WTO negotiations will lead to changes in import tariffs and export subsidies and, as a result, lead to increased trade flows with agricultural products.

CEJA member organisations agreed unanimously to a new WTO position in September 2005. See below, where Europe's young farmers give their opinion on the kind of trade agreement we would like to see agreed.

Since then, CEJA has tried to give Europe's young farmers some practical ideas on how young farmers have started to operate in the new global reality, most notably at this year's rural youth working party of the COPA-COGECA congress and by being a partner in the young farmers' day held during the Agritechnica 2005 exhibition for 500 German young farmers.

The CEJA presidency has taken part in a number of discussion forums on the future WTO in order to present Europe's young farmers' points of view. For instance, the CEJA president Giacomo Ballari took part in a civil society workshop on 'Market access revisited – towards an EU mandate for fairer trade, the case of agriculture', while CEJA vice-president, Erik Jennewein, represented CEJA at the WTO negotiations in Hong Kong.

### CEJA POSITION

#### What trade agreement is required to ensure THE SURVIVAL OF THE AGRICULTURAL SECTOR?

The World Trade Organisation, WTO, is founded on the principal that if two countries specialise in what they are best at and exchange these products, at least one of the economies will gain while the second, at least will not lose out, as products can be sold more cheaply. This principle is only partly applicable to trade with agricultural products, due to the sector's essential role in feeding the people and in providing benefit to the local economy, including reinforcing social and economic viability as well as safeguard the landscape, biodiversity and the environment. This is why agriculture still needs to be given special attention within the WTO.

The European Council of Young Farmers, CEJA, is convinced that international trade is important but that such trade need to be organised and the world trade organisation, WTO, is best placed to ensure this task. We are aware that more trade can open up opportunities for young farmers the world over, but request that trade in agricultural products be given special attention.

The number of farmers is falling in industrialised parts of the world and the agricultural sector in the industrialised part of the world is starting to be threatened by ageing. For instance, in only three years, the number of farmers has been reduced from 11 to 10 million, and 49% of all EU farm holders are over 55 years old while only 9% are under the age of 35.

Background: Aerial view  
over Portugal

The agricultural population and the land: The agricultural sector's primary role is to feed the population. The sector must ensure long term food security and safety while protecting the environment and ensuring the welfare and wellbeing of animals. The agricultural sector plays a vital role in job creation, helps to avoid dramatic urbanisation by alleviating poverty, ensuring rural sustainability, as well as reinforcing social and economic viability. The agricultural sector conserves the land and helps to preserve the cultural heritage.

We will still need young farmers in Europe in the future! But everything changes and the conditions and opportunities for the young farmers will change too. We would

like farmers to be paid fairly for their products, but this is not the case at the moment. In future, farmers will compete on the world market even though (I am fully aware that) the world market is



Liberalisation of trade risks concentrating agricultural production in certain areas of the world, without necessarily leading to development of the least developed countries. The first farmers at risk of disappearing are those producing Mediterranean products and well as mountain farms. The disappearance of farms from certain areas means that cultural heritage, biodiversity, the local ecosystem and the local population risk disappearing too. The WTO should adjust its objective from obtaining free trade to obtaining sustainable trade.

**MARKET ACCESS:** The WTO recognises that the agricultural sector is essential for supplying food for the global community. Given the unique nature of each country and its agriculture, countries must be given the opportunity to protect their agricultural sector though the use of tariffs. Such tariffs should be used to promote *sustainable trade* with agricultural products, allowing *protection of nature, land and people* against gigantic agri-food companies with extremely aggressive commercial strategies and against countries with low social standards who work as their spokesmen.

More market access of course means more trade, but it is important that we talk about reciprocal trade negotiations and that we remember to accompany efforts on trade with other institutional reforms if we really wish to develop the least developed parts of the world. Also, taking into account that this round is called the development round, we call for one-sided trade concessions, like the Everything but Arms targeted at directly opening markets in the poorest countries without asking for any exchange, should receive some kind of special recognition within the WTO.

**INTERNAL SUPPORT:** Countries in many parts of the world use policies to encourage the development of the agricultural sector. The WTO allows policies aiming at ensuring food security and environmental protection to be used when their implementation contributes positively to society without disturbing the market.

When the EU was created after the Second World War, the Common Agricultural Policy was created as the first common EU policy aimed at making the EU becoming self-sufficient in food supply, a desire stemming from the food shortages experienced during the war. Since the last WTO negotiations, the CAP has been reformed twice into a policy with limited trade distortions. Even though the CAP is not perfect, it remains a main tool for helping EU farmers operating in the global economy with value for money as the main element, allowing the farmers to continue to provide public services linked to environmental concerns, animal welfare, public health and the local surroundings, and is a policy allowing a relatively

- compared to other industrialised parts of the world
- large number of farmers on the land.



&gt;&gt; p.32

The year 2005 is highly symbolic since it marks 60 years of peace in Europe. A Europe that has gone through multiple stages and overcome major challenges, not least in the field of agriculture. For us, the young farmers of this department in particular, 2005 has been a year especially focused on Europe, due to the CEJA seminar, but also because of the welcoming of the commissioner and the COPA-COGECA congress. For us Young Farmers, being active partners in this debate has been a rich source of information to help guide our production in the future. For Alsace, once described by Louis XIV as the garden of Europe, sees in Europe a great asset and challenge in the face of the integration of the new countries and the opening up of the borders. The small structures and spiralling property prices that characterise Alsace have greatly influenced our future directions. I am convinced that the young farmers of our region will be able to anticipate the strategic choices of tomorrow's farming where the traditional patterns will have disappeared but where the commercial side and creation of added value will be more crucial than the production factor. Furthermore, the whole environmental respect and renewable energies side will only be able to develop if there is a real political will on this theme, and by working at European level. All of these factors make us believe in the future of agriculture, but a different agriculture from that which our parents knew.

THOMAS BLUM

President of Jeunes Agriculteurs de Bas Rhin

The future model of farming around the world will depend on paying a remunerative price to farmers, thus contributing largely to the survival of family farming. Free agricultural markets and free trade, inducing a maximum competition between producers from the North and from the South, have only one result: to further push prices of agricultural products downwards and to impoverish family farmers in the North and in the South. For the benefit of consumers? Recent experience hardly proves it. For the benefit of large processing and marketing firms, supplied with raw materials at very low prices? Much more likely. We regularly discussed these questions with representatives of around fifty farmers' organizations from various continents in the context of the Dakar Declaration process ([www.dakardeclaration.org](http://www.dakardeclaration.org)). The conclusions are unanimous. Much too low prices on international markets are not representative of the productive and social realities of the very large majority of producers. Only effective border protection through customs duties can, on the one hand, restore reasonable prices and, on the other, be practicable by both poor and industrialized countries. To this must be added, for exports from Southern countries, the interest in improving their selling prices thanks to preferential import quotas on the regulated Northern markets (i.e. the Lomé sugar protocol) and thanks to international agreements on tropical products (coffee, cocoa, etc.). In a general sense, a concerted effort of regulation of world markets would be welcome for all producers from the South and from the North.

MAREK POZNANSKI

Collectif stratégies alimentaires

not transparent. In Europe, we must aim to comply with the legislation within the fields of food security, traceability, animal health and welfare and the environment. I hope and believe that there will be a future for multifunctional farms as well as farms which export to and compete on the world market. I also hope



**EXPORT SUBSIDIES:** Europe's young farmers agree with countries and organisations calling for *fair rather than free trade*. We believe that this concept should be understood as meaning that all kind of dumping of agricultural prices – including environmental and social dumping – must be avoided in both the import and export markets. We recognise that export subsidies are a tool which has to be reviewed, but we maintain that the same applies to other tools like export credit, food aid and state trade enterprise! Furthermore, we maintain that any potential elimination needs to be done step by step to allow the markets to adjust slowly.

**TRACEABILITY AND RECOGNITION OF ORIGIN:** It is time to develop a clear, simple and transparent set of trade rules for farmers, consumers and tax payers, ensuring minimum food safety standards and controls on a global level, and guaranteeing world-wide respect of the precautionary principle when new products are disseminated and marketed. Furthermore, to give the consumer choice, it is necessary to develop a clear labelling, tracing and tracking system informing them about the origins of the products and production methods and ensuring the international protection of agricultural products and foodstuffs with special characteristics and the application of designation of origin all over the world.

**APPEAL TO THE WTO NEGOTIATORS:** A number of countries and organisations seem to question all kinds of public agricultural support, even though the WTO has clear definitions on trade distorting and non-trade distorting agricultural support systems. We call on all parties to build on definitions established earlier to move forward in the multilateral trade agreements rather than moving back!

**APPEAL TO EU NEGOTIATORS:** Finally, we appeal to EU's negotiators not to let the counties shouting and accusing the most get the most. The EU should contradict and correct where needed, explaining the environmental, social and economic standards that exists in the EU and should, as a result, be able to give a realistic picture of today's EU farming, the European model of farming and of the reformed European Common Agricultural Policy.

Today's problem for European farming in relation to free trade agreements is that the young farmer risks having to operate in a reality where he or she has to deliver the services the environmental, public health and animal welfare standards that society demands, has to apply higher social standards when hiring labour while at the same time operating on a below average farm size in relation to many of the trade partners, while still having to compete in terms of price/quality relation in the global market, against imported products which do not have to show any traceability regarding production methods.

Not only is it a fact that prices of land are higher in the EU, but the European model of farming is a model with many farmers on the land which makes it almost impossible for EU farmers to compete on size. Out of EU's 460 million citizens, 10 million farmers work the land in the countryside on a farm (average farm size in EU-15 of around 20 hectares). Out of US's 275 million citizens, 1.2 millions farmers work the land (average farm size around 200 hectares).

Background: Aerial view over Austria

that Danish cooperatives will be a role model for cooperatives all over Europe, to the benefit of young farmers. We will have to face more liberal trade rules. That will be the result of the WTO ne-

gotiations, and that will be something we – young farmers – must adapt to. STEFFEN DAMSGAARD: Chairman of Danish Young Farmers ■



## CEJA educational material ON EUROPEAN FARMING: TELLUS

As young farmers, we have long been aware of the need to inform society of the true nature of European agriculture. That is why we developed Tellus, a set of teaching materials aimed at raising agricultural awareness among primary school children in the 15 Member States of the European Union.

Tellus explains to children the origins of the products they consume or use in daily life, the great diversity of European agriculture, and the realities of farming. Tellus will bring the European Union closer to society by discussing European issues in the classroom. Greek children, for example, will learn about the breeding of reindeer, while Finnish pupils learn about olive oil production. It also shows that there are different methods of production, depending on the region, the climate, and the landscape. Most of all, Tellus highlights the integrated relationship between agriculture and the environment.

Agriculture is a broad field, which can be used in various school subjects such as history, geography, science, biology, mathematics, environmental studies, languages etc. The Tellus tools can be used in a very flexible way, in schoolwork of short duration or in longer-term projects throughout the school year.

40,000 Tellus packs have been distributed in EU-15 since it was first launched in 2002. Hungarian school children will also soon be able to learn more about European agriculture through Tellus, and other several other new member states are also working on implementing this project in their schools.

CEJA has recently published a Tellus II, this time a new booklet on enlargement, presenting the new member states through their agriculture to young people from 12-18 years old, at secondary school level. The booklet, which has been printed in 150,000 copies in the 11 languages, is being distributed to the students at secondary schools through CEJA members (see below for contact info).

Tellus 1 and Tellus 2 are both available on the CEJA homepage ([www.ceja.org](http://www.ceja.org)) as well as on the specific Tellus website ([www.ceja.educagri.fr](http://www.ceja.educagri.fr)), a homepage which receives around 30,000 visitors each month.

To continue on the road to communicate with the European citizens on agricultural production in Europe, back in 2003, we held our first "teacher seminar" – a meeting between European teachers and farmers; A second European teacher seminar was held by CEJA in 2005 and we also this year took part in national teacher seminars, for instance organised by the young Hungarian farmers.

Tellus 1 has been implemented with financial support from the following partners:

The European Commission (DG Agriculture and DG Education and Culture), the German Ministry of Agriculture, the Austrian Ministry of Agriculture, the Belgian Ministry of Agriculture, the Walloon Ministry of Agriculture and Rural Affairs, Ministry of Basic Education of the Francophone Community in Belgium, the Spanish Ministry of Agriculture, the Finnish Ministry of Agriculture, the Finnish Ministry of Education, the Luxembourg Ministry of Agriculture, the Luxembourg Ministry of Education, the Irish Ministry of Education and Science.

CIBE (The International Confederation of European Sugar Beet Growers), EFMA (European Fertiliser Manufacturers Association), ECPA (European Crop Protection Association), IFAH (International Federation for Animal Health), FEFAC (European Federation for Animal Feed), Europabio (European Association of Bioindustries), EUFIC (European Food Information Council), ESA (European Space Agency).

Tellus 2 has been co-financed by the European commission (DG enlargement) as well as the following partners:

EFMA (European Fertiliser Manufacturers Association), ECPA (European Crop Protection Association), FEFAC (European Federation for livestock feed), IFAH (International Federation for animal health), ABE (Agriculture Biotechnology Europe), ARMA- Poland (Agency for Restructuring and Modernisation of Agriculture).

Crédit Agricole S.A. France, DeLaval, Sweden, Syngenta, France, Ministry for Education – Cyprus

### June 2005 RESULTS AFTER 4 YEARS OF USE

*Country / Groups that are responsible for national distribution*

**BELGIUM** Plattelandklasse Promoted on Plattelandklasse website and at different educational workshops. The Wallonian young farmers. Promoted at each fair and at each FJA public event.

#### DENMARK

**GERMANY** IMA (Information Medien Agrar Marketing Agentur-GmbH). Promoted in each IMA-pack, which gets one of the Tellus flyers on it when leaving the storage house.

**GREECE** Ministry of Education has forwarded material to the "gymnasium" – (beginning of secondary schools).

**SPAIN** COAG office in Madrid and regional offices and ASAJA.

**FRANCE** JA, regional offices. Promoted at different events such as the annual fair "salon de l'agriculture" in Paris.

**IRELAND** Agri Aware and Macra na Feirme (Young Farmers Association). Promoted at different events and in the mobile farm show.

**ITALY** The three Italian member organisations: ANGA, AGIA and Movimento Giovanile Coldiretti. Promoted through their homepage and by the realisation of a number of national teacher seminars. *NB! The city of Verona has, since January 2003, introduced Tellus into the curriculum of all their primary schools.*

#### LUXEMBOURG CPL

**NETHERLANDS** PR Landen Tuinbouw. Promotion mainly at the "Nationale Onderwijs Tentoonstelling" Dutch for National Education place.

**AUSTRIA** Austrian Ministry of Agriculture.

#### PORTUGAL

**FINLAND** MTK Distributed to each primary school.

**SWEDEN** LRF (Swedish young farmers) Distributed when young farmers meet teachers.

**NORTHERN IRELAND** Ulster young farmers.

**SCOTLAND** Scottish young farmers.

#### ENGLAND

"Only if you live in the same house with somebody, can you get to know each other." goes a Hungarian saying. It is especially true in connection with the Common Agricultural Policy, and the European agricultural model, which has formed a part of the everyday life of Hungarian

## TEACHER SEMINAR IN BRUSSELS



On 5 and 6 December 2005, CEJA organized a European teacher seminar in the European Parliament attended by around 60 European teachers and young farmers. The objective of this meeting was to forge links between teachers, farmers, and the different partners, each of whom presented their sphere of activity.

The seminar started with an educational visit to a farm at Nevraumont in the south of Belgium, where the participants learned about the history of the farm and its development, as well as taking part in the usual activities involving children such as bread, butter and wool production.

In the seminar, farmers presented their activity, their work and their lives. However, the majority of time was reserved for primary school teachers to present their experience of using Tellus in the classroom with their pupils. The examples from Italy and Belgium in particular demonstrated the extent to which Tellus is a multifunctional educational tool. *For instance*

- - *Teachers from Treviso in Italy showed how Tellus can be used to make pupils and their families start thinking more about the direct link between land and food.*
- - *Young farmers and teachers from Ferrara in Italy explained how TELLUS has helped teachers, young farmers, pupils' parents and local authorities to establish closer ties, as for a couple of years, they have been coming together in the so-called Tellus team to organise the teaching of agriculture in schools.*
- - *Teachers from Belgium's Walloon region explained the functioning of the educational farms and made presentations on ways to strengthen links between Tellus and farms in the future.*
- - *Teachers from Hungary informed the audience that AGRYA, the Hungarian young farmers' organisation, has translated the Tellus material into Hungarian and that a pilot project would start in the first part of 2006 with a view to the widespread usage of the Tellus kit in Hungarian schools.*

During the seminar, which was hosted by Sergio Berlato, the European teachers stated their desire to give a practical European dimension to their project. Since students learn through Tellus about European agriculture, exchanges with schools from other countries would be extremely positive.

## NEW DIALOGUE UNDERTAKEN BY CEJA IN 2005

Europe's young farmers believe in the need to have dialogue with all the different parties with an interest in farming issues, covering not only national and European farmers unions but also international NGOs (environmental, animal welfare and development organisations).

This dialogue serves to increase understanding and can even sometimes lead to joint political actions. For instance, in 2005, CEJA signed a joint letter with a number of international environmental and animal welfare NGOs appealing to Europe's finance ministers to ensure enough funding to ensure a proper rural development policy (see press release and letter on the CEJA homepage).

The market globalisation and the need to update to additional European rules (WTO) puts society and the agricultural sector in Europe in the emergency state of building its own future. The farmers have not only an economic role but a social one too, of general interest. For this reason also, they must embrace the concept of sustainable development. European policy choices must continue to facilitate the continuation of farmers and to guarantee the younger generation entry, as a new element of competition in agriculture. In fact, the younger generation has added cultural tools and is capable of functioning as the consumers require. An agriculture that renews and develops itself, while still respecting traditions, is the most competitive.

We need to facilitate a new plan for the generation transition, aimed at redrawing a series of new interventions focused on guaranteeing a future for the young farmers. The young farm is dynamic, open to innovation and training, is well positioned in the rural territory, and can represent a resource for the community.

In recent years, I have experienced an agricultural model more aware of its social, environmental and economic role which must be competitive in quality, sustainable and integrated in the rural territory in which operates. But these conditions cannot happen without including in European policies the role of the young enterprises. Guaranteeing a future to the young farmers in Europe, means guaranteeing the safety of food self-sufficiency, the quality of food production, the safeguarding of the environment, the defence of the soil, the protection of water resources, biodiversity, the territory, and the production of renewable energy.

It is in this direction that we will concentrate our efforts and not only in favour of market globalization but also for the rights to peace and safety of the inhabitants of this planet. Good work to all of us.

GIANLUCA CRISTONI  
President: Italian young  
farmers organisation  
AGIA



Partners in the teacher seminars: ECPA (European Crop Protection Association), ESA (European Space Agency), FEFAC (European Federation for livestock feed), IFAH (International Federation for animal health), UFOP (union zur Förderung von Oel und proteinpflanzen).

young farmers for one and a half years. In the work of the farmers, the important thing is not the evaluation of the CAP and the European agricultural model. It is more important to adapt them

to Hungarian conditions, to our own agriculture. This process is difficult and easy at the same time. It is difficult, because we have to learn new ways, and it is easy, because Hungarian farmers have





## THIS YEAR, WE HAVE EXPANDED OUR DIALOGUE TO COVER:

- – *Involving Europe's young farmers in European research programmes*

Sirpa Lintunen, vice president of CEJA until May 2005, addressed 160 agricultural researchers in a ECOSOC conference, asking for more cooperation as a tool to make new ideas a reality – innovative ideas to also be studied by European researchers (see her intervention on the CEJA homepage). After the meeting Sirpa Lintunen stated:

“We as farmers demand that research leaves the laboratories and goes into the sector. We demand results that are easy and cheap to adapt at farm level in order to get a better income and fulfil citizens’ request to farmers to provide services related to the environment and public health.

We as farmers have a lot of ideas that we would like to develop with the researchers and we wish to increase contact with agricultural researchers to obtain practical results. However, we also believe that increased direct collaboration with the farming sector could be useful for the researchers as it would make their work become more real and more dynamic if they started using up to date information from the farms and the farmers rather than often outdated statistics.

Society’s demands on the farming sector in terms of providing environmental services etc. as well as the market demands caused by factors such as changing policies and changing international trade rules are evolving very fast – So it would be useful for us to have some quick theoretical advice on where to invest now in order to be better prepared to meet the challenges of tomorrow and the day after.”

***Since then, CEJA has been contacted by two European research networks asking to establish collaboration for the development of research projects or more importantly to disseminate research results ex post.***

- – *Dialogue with young European entrepreneurs*

Giacomo Ballari, CEJA president, took part in the 15th annual summit organised by Yes for Europe, a European Confederation for Young Entrepreneurs entitled “Entrepreneurship – the Winds of Change” to show how Europe’s young farmers wish to promote competitiveness in the agricultural sector.

The farming sector needs to demonstrate its entrepreneurial skills and especially needs to conquer the trust of the citizens (and thereof of the market) through a courageous “regeneration” policy strictly based on the principals of food safety and environmental sustainability.

This is why we are calling strongly for a serious and deep debate, which may even sometimes be tough on the reason why public policies – in this case European policies – should exist. Starting from this general idea, we want to verify if two statements that we deeply believe in are true:: the first point is that Europe needs a developed agriculture sector in order to be competitive as a whole. Secondly, this agriculture needs ‘young entrepreneurs’ to be competitive in the single market and to reinforce the competitiveness of the entire EU system.

These two statements are at the heart of our project of regeneration and development of the agro-industry sector, with a strong attention to product quality and to the potentialization of our territories.

Without any doubt, the future of the agricultural sector in the EU is linked to its capacity to consolidate the European multifunctional, diversified model, integrated into the territory thanks to a system of agricultural entrepreneurs which are aware of their economic, social and environmental responsibilities.

**DONATO FANELLI:**  
Delegato nazionale movimento  
Giovane Coldiretti

The “thousand agricultures” are the richness and strength of Europe: the European landscape has been built over the centuries by the different forms of agriculture. To maintain and develop it, it’s necessary to have active flexible and always up-to-date entrepreneurs: in other words, young farmers.

Therefore in addition to training and information, there must be a readiness to maintain the growth of new enterprises through a strategic plan connecting installation aid to investment plans, promoting the ownership of land and considering the enterprise as a “unicum” in order to simplify bureaucracy. We believe that in terms of discussing the CAP, the starting point and arrival point are young farmers and that it’s up to the young to speak about the request of the young

**GERARDO DIANA:**  
President of the Italian young  
farmers movement ANGA

had a lot of practice at handling changes. Primarily because the last 15 years of Hungarian democracy was all about changes and there were no fixed or approximately calculable points in it.

This is why we have to evaluate positively those things that the accession to the European Union means to Hungarian farmers. The calculable, fixed and unvarying regulatory environment,



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although new and strange, is helping to build more competitive Hungarian agriculture.

LAJOS MIKULA: President of Hungarian young farmers' organisation (AGRYA) ■



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Our goal is to continuously expand our network. Next, we would like to expand the network to have better direct links with young farmers' organisations from the least development part of the world. CEJA is a member of the IFAP young farmers' committee and our members are represented there, but we need to build stronger direct links, also with the help of our members. This must be a challenge that we should try to meet in the years to come.

**CONSEIL EUROPÉEN DES JEUNES AGRICULTEURS**  
**/ EUROPEAN COUNCIL OF YOUNG FARMERS**

**PRESIDENCE / PRESIDENCY**

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- Vice-Présidents : Erik Jennewein (D) ; Peter Szász (H);  
Albert Falip Gasull (E); Laurent Fischer (F)
- Secrétaire Général : Henriette Christensen (DK)



## CEJA Activities 2006

**16<sup>th</sup> – 18<sup>th</sup>  
MARCH**  
 CEJA-ECOSOC  
 joint conference in  
 Mainz GERMANY  
 to discuss Europe's  
 young farmers to  
 the future – the  
 European model of  
 agriculture by 2020

**27<sup>th</sup> – 30<sup>th</sup>  
APRIL**  
 CEJA seminar  
 in Orvieto, ITALY  
 to discuss  
 "made in the EU"

**MAY / JUNE**  
 CEJA will take  
 part in the COR  
 conference in  
 Alexandroupolis  
 GREECE to dis-  
 cuss possibilities  
 of employment in  
 a multifunctional  
 countryside

**22<sup>th</sup> – 24<sup>th</sup>  
SEPTEMBER**  
 CEJA seminar in  
 Oulu FINLAND  
 as a parallel to  
 the informal  
 council meeting  
 on agriculture

**17<sup>th</sup> – 19<sup>th</sup>  
NOVEMBER**  
 CEJA seminar in  
 Brugge BELGIUM  
 to discuss  
 Innovations as a  
 tool to increase  
 competitiveness  
 in EU's agricultural  
 sector

## Final year agricultural students from Høng landbrugsskole, agricultural school in Denmark, on what farm they imagine having in 2015

**ANNE KLENITZ:** In 10 years' time, I see myself as the owner of a farm. My dream is a part-time farm with small-scale sheep production and maybe some cattle for feeding. I would like to supplement this by working outside the farm. Whether or not it will be a job linked to farming, I am still not sure.

**ANDERS RING:** In 2015, I believe that I will have my own farm growing organic produce and with pigs and maybe some mink. I would like to grow vegetables to sell directly on the farm and via the Internet. I plan to merge the farm of my parents-in-law with ecological milking cows and my father's farm with ecological cattle for meat production. I plan to sell it all in the farm shop, meaning that it will be a farm shop with all the goods that a consumer needs for daily consumption.

**RENÉ MATHIASSEN:** I believe that my farm in 10 years' time will look something like an annual cattle herd of between 2,000-2,500 milking cows. I do not plan to set up in Denmark but maybe in the Netherlands.

**ANDERS NIELSEN:** I believe that the farming sector is developing and that the result is that farmers in the future will have to give much more attention to the protection of nature. The future of farming in Denmark will be different from the model we have today. The traditional types of production risk being consigned to the past, and I think that in 10 years' time, a farmer will either be producing food or protecting nature. I think it will be one or the other, no longer both.

**LARS LISE:** In 10 years' time, I hope, if all goes well, that I have started a family and at the same time will have taken over my parents' farm. Whether I will take over the farm alone or with my brother is for me less important, as long as we will be able to keep the farm in the family. I expect to expand the farm, which today is 125 hectares, maybe by adding pigs for slaughtering.

**CHRISTIAN ANDERSEN:** In 10 years' time, I am counting on having taken over my father's farm and having expanded it to 400 hectares, with 15.000 pigs for slaughter. If this is not possible, an alternative would for me be to start us as a businessman in the construction industry.

**CARSTEN PEDERSEN:** My parents have a small farm with 1,500 pigs for slaughtering and 42 hectares of land. I expect to take over the farm, but have still not decided whether to expand it or to try to find a job providing me with a satisfactory income.

**THOMAS CARLSEN:** In 10 years' time, I see myself as an independent businessman – not necessarily in farming.

**SIMON FREDSLUND:** In 10 years' time, I believe I will be the owner of a farm producing cattle for feeding. My plan is to feed my cattle by arranging for my cattle to graze on landowners' fields. I am convinced that there is a future in charging fees for allowing other people's cattle to graze on your land, in accordance with certain environmental and public health standards.

**FINN NIELSEN:** In 10 years' time, I see myself on a farm working in agriculture. However, with the high costs of farming and the reduced possibility of making a proper income in the sector, I am still not sure that I will ever be able to take over my own farm.

**RONNI DESAUV:** My dream for 10 years' time is to have a farm allowing me to work full time and maybe with one employee. The size of the farm will of course have to match this dream and will maybe be around 100 – 200 hectares of land, together with some sows or some pigs for slaughtering.