



The recognized  
professional association  
for agricultural business  
advisors

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TG Economic Vulnerability of  
farming  
Community based learning  
Frank Pisters

# PARTNERS & SAMENWERKING



Ministerie van Landbouw, Visserij, Voedselzekerheid en Natuur



# AGENDA

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1. Welcome
2. Study club, definition
3. Advantages
4. Examples
5. Relation to vulnerability







# Definition

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Group of farmers coming together, discussing entrepreneurship; themes:

- Being an entrepreneur
- Technical and Financial results, benchmarking
- Sustainability, ANCA, transition to organic
- Risk management
- Labour issues
- CAP eco regulation
- New techniques
- The role of the partner
- Young farmers
- Changes in legislation and regulations
- Company visits
- Etc.

- Mostly with an advisor as driving force



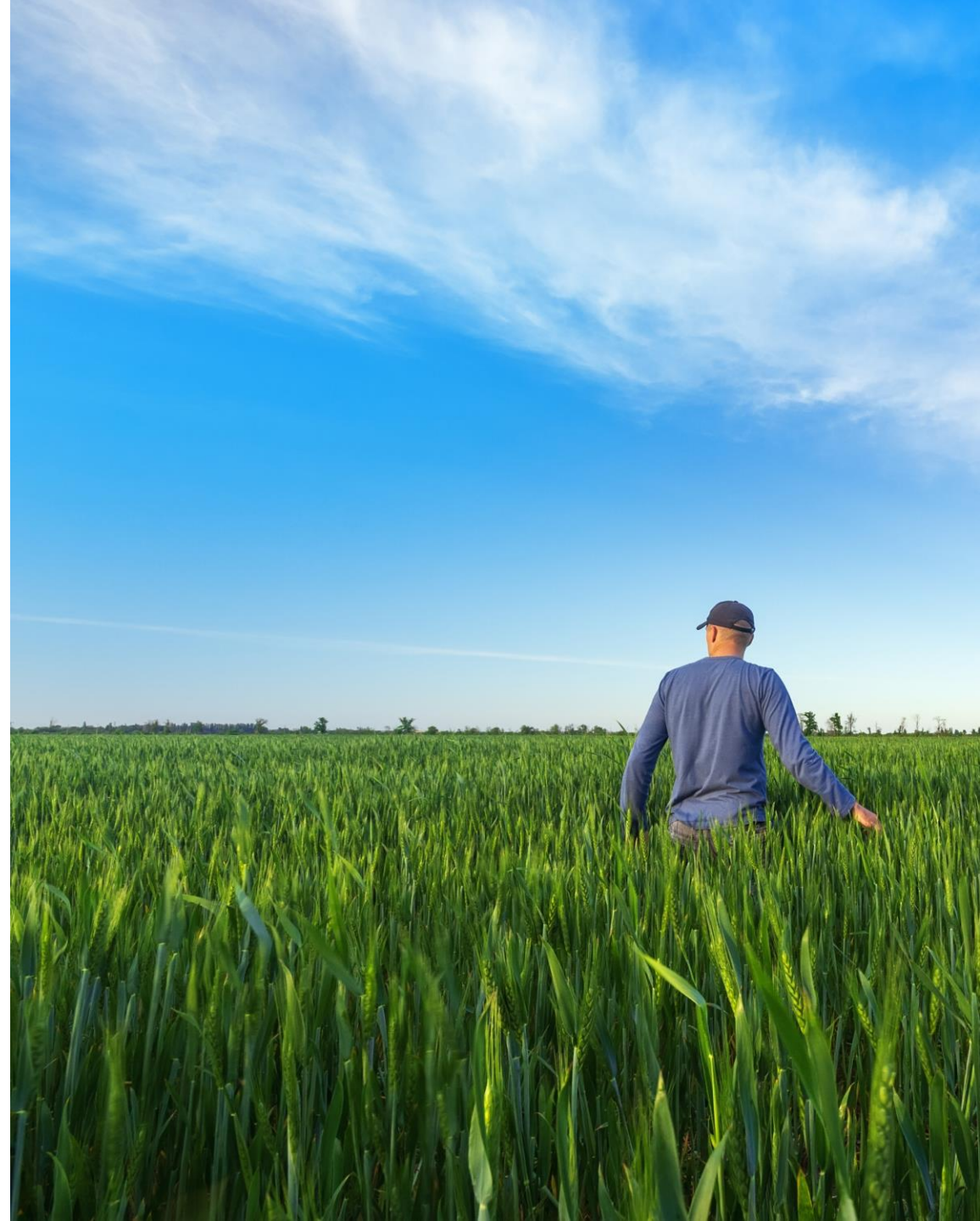
# History

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1. Some are 50 years old
2. Set up under the public advisory system
3. In 1985-1990 begin of private advisory companies
4. Now there are many providers

## Activities:

In an economic study club, **you discuss strategic, technical, economic and financial issues with colleagues**. Not only do you visit and look at other companies, but you also see what the actual technical and financial results are. Discussing goals, opportunities, threats and future possibilities ensures that you broaden your horizon and **increase your knowledge**. And yes, it is quite a **challenge** to give a company presentation yourself and hear what **the others think of it**.





# Advantages

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DMS:

- Always up to date with the latest developments
- Compare with other dairy farmers
  - **Get tips and ideas from each other, opens your eyes**
  - **Better then that some one tells you what to do** you are stimulated and challenged, you start thinking for yourself
- Look around at other dairy farms
- Discuss current topics

CLM: **study clubs** are essential for accelerating sustainability

"Anyone who thinks that knowledge is expensive is mistaken about the cost of ignorance"



'Studieclubs zijn daarin essentieel.'





**aaff** Expeditie Agrarische Bedrijfsovername -  
Living Lab Oost  
Company take over



**Akkerbouwstudiegroep Winterswijk  
e.o. bestaat 50 jaar**

**arvalis**



# Examples

## The Arable Farming Study Club Tiel

- 23 growers from the area between Tiel and Elst.
- Heavy river clay
- 15 contact moments per year.
- The annual gala evening is held in September
- The members meet every two weeks, often inviting a speaker.
- In the winter, they also discuss the cultivation and financial results of the three companies that they visited during the growing season. In addition to these three company visits, there is a summer and a winter excursion.





# Esther Weernink, Countus and boardmember VAB

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Runs 5 study clubs

Bbg\*, kkw,\* big farmers, young farmers

They pay for it

From 13-16 h, from 11-15h

With the big farmers group to Italy: compare family companies with cooperatives

And to Rotterdam: with Agrifirm, to see how CO<sub>2</sub> footprint can be reduced.

Once a year: benchmarking financial results

When somebody is interested in a visit to or by them: please let me know



\*abbreviation for “both legs on the ground” and “see what happens”



Arvalis: business model is difficult, study club is used to get individual advisory orders

# Benchmarking

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- Very informative
- Learning your strengths and weaknesses
- Discuss the results in study club
- Find the causes of the differences
- Discuss adjustments in business operations
- Trust is necessary
- Trust is easier when you don't compete
  - You do not compete when you are member of the same cooperation
  - Because you have the same interest: high yields and good quality, or sustainable etc depending on your goal



	Laag	Midden	Hoog
Kritieke melkprijs, €/per 100 kg melk	32,36	39,20	44,55
Gerealiseerde melkprijs (opbrengst)	37,31	37,20	37,67
Resultaat bij 1 mln kg geleverde melk	€ 49.500	€ -20.000	€ - 68.800

- With benchmarking optimising your results
- Vulnerability: a good financial basis is essential, then you are able to absorb calamities
- Benchmarking learns that differences in income exists > 120 000
- **Benchmarking in study clubs is a very good way to improve your results and to become less vulnerable, more resilience**



	Laag	Midden	hoog
Kritieke melkprijs, € per 100 kg melk	32,36	39,20	44,55
Productie (kg afgeleverde melk per koe)	9.554	9.395	9.027
Voerwinst per 100 kg meetmelk (voerwinst is melkgeld plus omzet en aanwas minus de voerkosten) Feed profit	27,7	26,7	26,1
Kg krachtvoer per 100 kg meetmelk Concentrate feed mix	25,4	26,4	26,7
Uitgaven diergezondheid, per 100 kg melk Expenses dear wellness	1,20	1,33	1,50
Uitgaven fokkerij breedery	0,88	0,92	0,93

