



eip-agri
AGRICULTURE & INNOVATION

New entrants into farming: lessons to foster innovation and entrepreneurship

Which patterns characterise new entrants in farming and what can be learnt from them to foster innovation and entrepreneurship in agriculture?

New entrants - people entering farming for the first time, or returning to farming after a period of off-farm employment - are recognised as important to the vitality and competitiveness of the rural regions in Europe, but little is known about them and their stories. The Focus Group “New entrants into farming” brought together 20 experts, many of them farmers themselves, to gather the existing practical and academic information available, focusing on those with limited prior experience in agriculture. They identified a number of benefits that new entrants bring, such as:

- ▶ Introducing new knowledge, techniques or more sustainable farming systems
- ▶ Developing new business and organisational models
- ▶ Increasing engagement between farming and the local community

These actions stimulate local economies. However, new entrants face a number of obstacles (access to land, high start-up cost...) and they have found very different ways to overcome them. The EIP-AGRI Focus Group report presents cases and ideas illustrating how new entrants work, who they are, and what lessons they can provide.

“New entrants are not just a handful of people with a pie-in-the-sky idea who decide to test and experiment with agriculture just to see what happens. The group that is emerging is a growing reality recognised by more and more sectors of society who see that the role these farmers are playing in the territory is becoming truly strategic”

- Neus Monllor (Spain), expert from the EIP-AGRI Focus Group on New entrants -

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Ideas for Operational Groups

- ▶ Toolkit for local administrations to engage new entrants
- ▶ Setting up new agribusiness incubator structures to be used by new entrants
- ▶ Share farming to connect people through projects
- ▶ Joint processing units: sharing, combining different resources and developing new products to create added value, and develop social capital and new business models

Research needs from practice

- ▶ Which types of support do new entrants need (markets, land access, financing) and how best to help them?
- ▶ Key factors and indicators for successful new entrants' initiatives
- ▶ Collaborative business models: relations with industry, markets and other new entrants
- ▶ Added value of new entrants: their positive impact on the economy and society
- ▶ Quantification /characterisation of new entrants: definition, age ranges, policy implications, gender issues, skills,...
- ▶ Role of local authorities in enabling (or limiting) new entrants

More ideas for Operational Groups and research needs available in the Focus Group report

Other outcomes

- ▶ Specific messages for local authorities, advisers or other potential new entrants in the targeted factsheets
- ▶ More practical knowledge in the case study posters, or bibliography (final report)

More information

Focus Group webpage	Inspirational ideas <ul style="list-style-type: none">• Thriving not just surviving, support for new entrants into farming - France• Finding the right match - farms for new entrants - Ireland
Final report	
Case study posters	Factsheets <ul style="list-style-type: none">• for advisers• for local authorities• models for new entrants

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