



## Focus Group New entrants into farming: lessons to foster innovation and entrepreneurship

FINAL PROGRAMME

### First Focus Group Meeting

18 – 19 June 2015, Lisbon, Portugal, [Tryp Lisboa Aeroporto Hotel](#)

#### Preamble

Generational renewal in agriculture is crucial for maintaining viable food production and improving the competitiveness of the sector. New entrants are needed to invest and to bring innovation to agricultural holdings. Generation renewal in European agriculture has been mostly internal in the sense of young farmers continuing the activity of the family farm. Nevertheless, a different phenomenon seems to have gained a certain importance during the last years: new farmers who start an agricultural activity without previous farming background but frequently with other, non-agricultural, professional experience. To which extent is this process significant? Do these newcomers in farming show similarities in their strategies and approaches? What can be learnt from their initiatives? Are these newcomers an opportunity for both strengthening demographic renewal and innovation uptake in agricultural sector?

The aim of this Focus Group is to discuss these issues in the specific context of the EIP-AGRI – a new policy instrument for the 2014-2020 that aims to stimulate innovation and seek practical solutions to practical on-farm problems by bridging the gap between the practice and science of agriculture.

The specific objectives of the Focus Group are:

- Clarify the main challenges faced by the newcomers; identify existing or potential solutions to address these challenges based on newcomers' business and organizational models, list opportunities for further uptake by the farming community, especially by other new farmers.
- Identify the potential business and organizational models of newcomers to farming e.g. which knowledge they manage and how they acquire it, the use of technology, their access to capital (including land?) and financial management, their marketing strategies, cooperation initiatives etc.
- Propose potential innovative actions to enhance and stimulate to set up new agricultural enterprises and to multiply its positive effects within the agricultural sector, including ways to disseminate the practical knowledge gathered.
- Identify needs from practice and possible gaps in knowledge on those processes which may be solved by further research.

It is anticipated that subsequent activities of the Focus Group after the first meeting in Lisbon will include:

- taking stock of **existing 'state-of-the-art' projects / good practice and relevant research** regarding the New entrants issue;
- more deeply exploring the **role of innovation and knowledge transfer** in supporting transition of New entrants into farming;
- proposing **directions for future research work**, and;
- proposing **priorities for relevant innovative actions**, including practical ideas for EIP-AGRI Operational Groups.





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### Day 1: Thursday, 18 June, 2015

09:00	09:10	<b>Welcoming words, scope and purpose of the meeting, expectations from the Focus Group (FG),</b> <i>Iman Boot (DG AGRI)</i>
09:10	09:20	<b>Introduction to EIP-AGRI Service Point and agenda of the meeting,</b> <i>Pille Koorberg (Task Manager, EIP-AGRI Service Point)</i>
09:20	09:45	<b>Getting to know each-other</b>
09:45	10:45	<b>Setting the scene,</b> <i>Lee-Ann Sutherland (Coordinating Expert of the FG, EIP-AGRI Service Point)</i>  Reflection on results of online questionnaire (Homework 1) of FG experts  Discussion paper – rationale, content and additional explanation, response to comments and suggested questions received for discussion  Reflection and agreement on questions for discussion  Introduction to working methods of the rest of the meeting
10:45	11:15	<b>Coffee break</b>
11:15	13:30	<b>Break out session 1: Feedback on the discussion paper</b>  Digging deeper into key questions  Plenary, reporting of table hosts of break out session 1
13:30	14:30	<b>Lunch</b>
14:30	16:15	<b>Break out session 2: Discussing examples provided by the experts</b>  Introduction to break out session 2  Short presentations of new entrants examples brought by the experts (Homework 2) within each group  Group discussions
16:15	16:45	<b>Coffee break</b>
16:45	17:15	<b>Plenary, reporting of table hosts of break out session 2</b>
17:15	18:00	<b>Conclusions of Day 1,</b> <i>Iman Boot (DG AGRI)</i>  Introduction of EIP-AGRI website and collaborative space for FG members <i>Beatriz Guimarey (Back-up of Task Manager, EIP-AGRI Service Point)</i>
20:00	22:00	<b>Networking dinner</b>





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### Day 2: Friday, 19 June 2015

<b>09:00</b>	<b>09:15</b>	<b>Overnight reflections</b> Introduction to Day 2, <i>Iman Boot</i> Clarifications to break out session 3, <i>Lee-Ann Sutherland</i>
09:15	10:00	<b>Break out session 3: Reviewing implications of examples of new entrants and identified issues of Day 1 and 2</b>
10:00	10:30	<b>Plenary, reporting of table hosts of break out session 3</b>
<b>10:30</b>	<b>11:00</b>	<b>Coffee break</b>
11:00	12:00	<b>Conclusions of the meeting</b> <i>Iman Boot, Lee-Ann Sutherland, Pille Koorberg</i> Next steps including explanation of homework for FG second meeting Date and location of second FG meeting
<b>12:00</b>	<b>13:00</b>	<b>Light lunch</b>

