



European Network for
Rural Development



ENRD Workshop on Generational Renewal

Attracting Young Farmers and Entrepreneurs in Rural Areas

LAND MOBILITY IN THE EUROPEAN UNION

Speaker, Dr Shane Conway (NUI Galway/Irish National Rural Network)

Athlone, Ireland – 22/02/2019



Setting the Scene

- Agriculture is the main land user in the European Union, accounting for more than **47%** of the total land area.
- Agriculture and food related industries and services provide over **44 million jobs** in the EU, and regular **farming work for over 20 million people** within the agricultural sector.



Setting the Scene

- Interest in **land mobility (i.e. transfer of land from one farmer to another, or from one generation to the next)** and its impact on the farming economy has grown considerably amid concerns about the ageing European farming population.
- In 2017, the European Commission estimated that only **5.6% of all European farms were run by farmers under the age of 35, while over 31% of all farmers in the European Union were older than 65 years of age.**

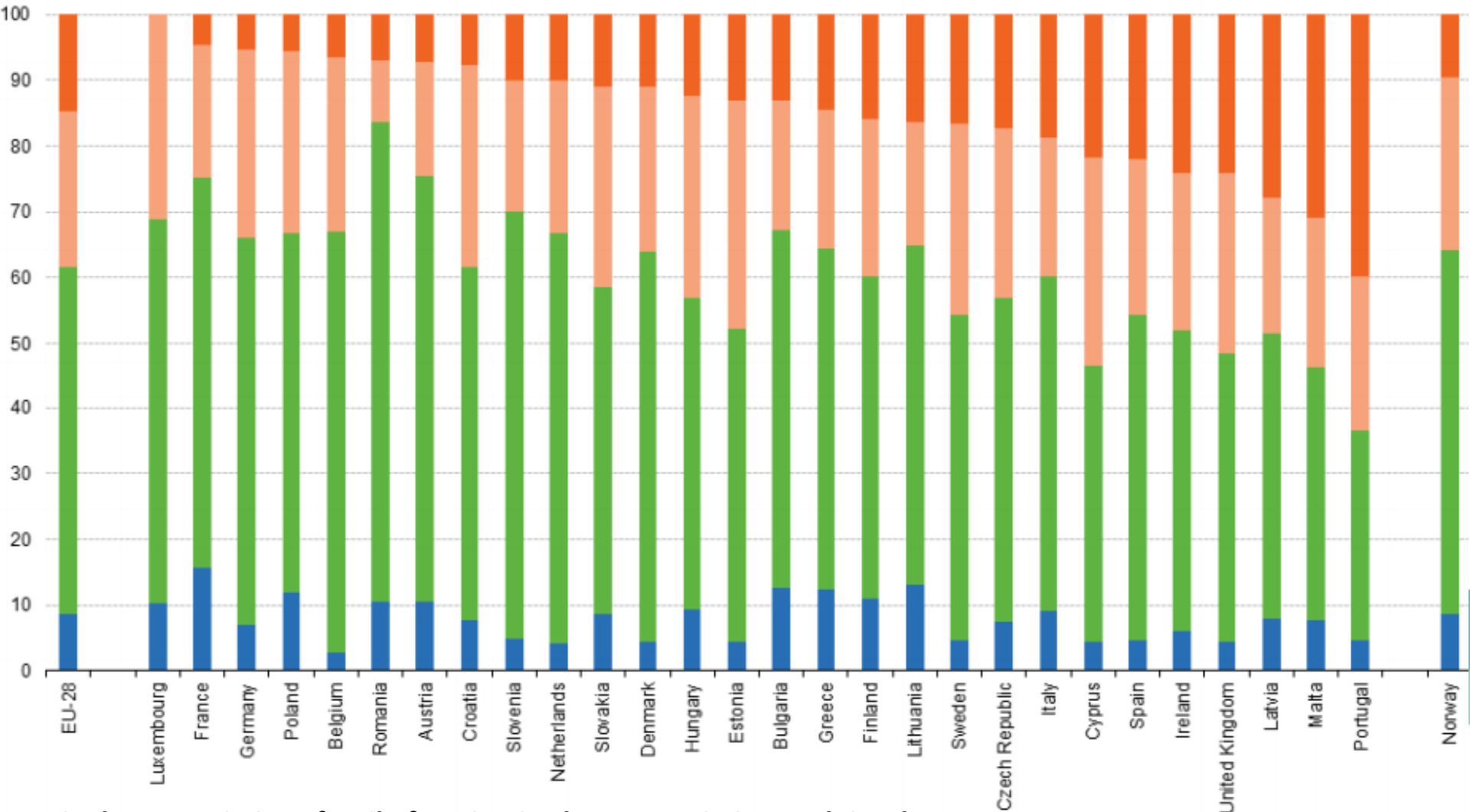


Image credit: Leo Morrissey



Age Structure of European Farming

- 65 years or over
- 55–64 years
- 35–54 years
- Less than 35 years



Agriculture statistics - family farming in the EU Statistics Explained

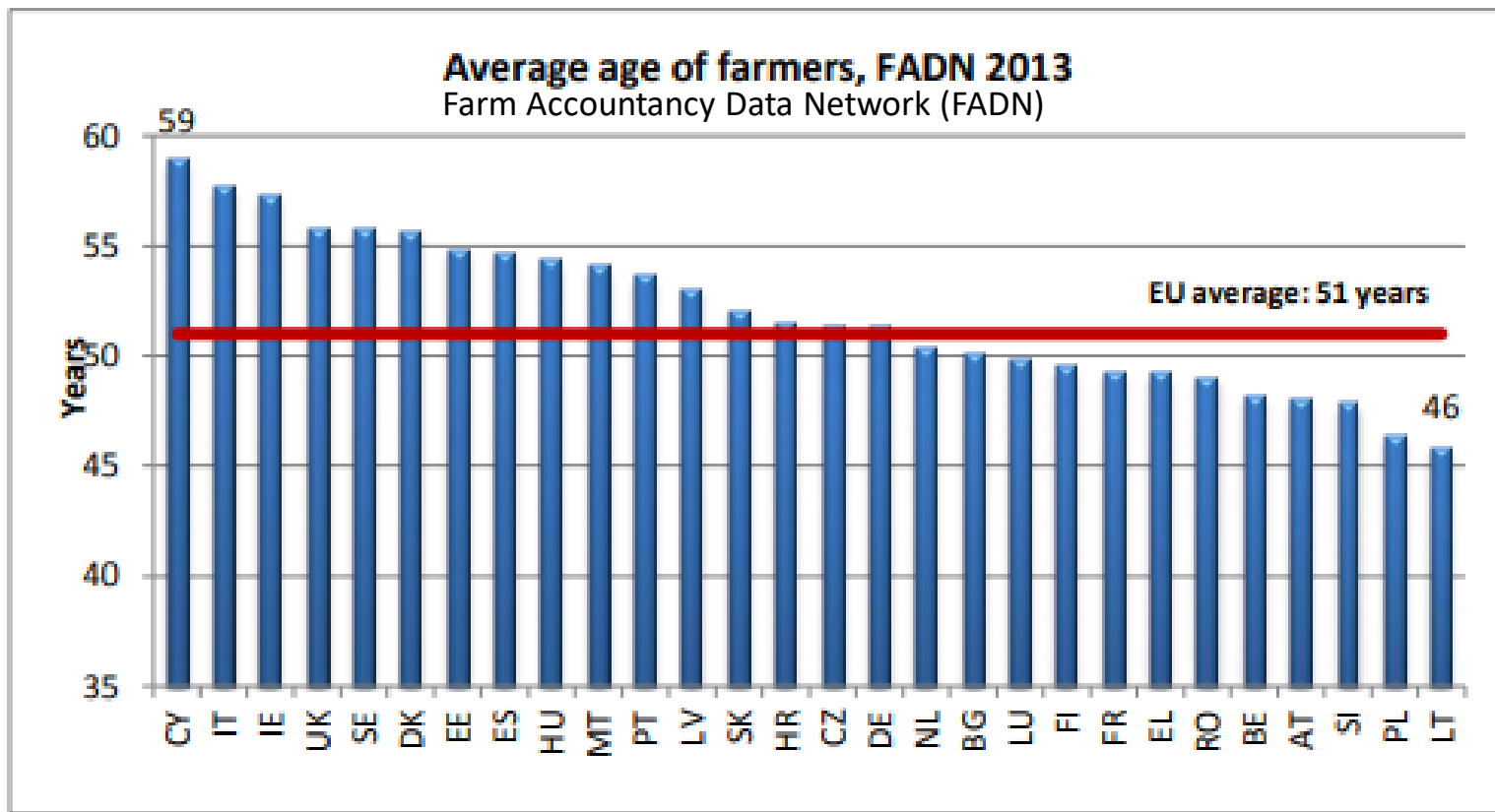
<https://ec.europa.eu/eurostat/statistics-explained/pdfscache/38078.pdf>

'Greying' of the Farming Community

- Close to **one-third of all farmers are above the normal retirement age of 65.**
- The overall ratio of young (below 35 years) to elderly (over 55 years) farmers came to 0.11 in 2013, meaning that **for every young farmer, there were 9 elderly farmers.**
- These figures raise concerns about the future competitiveness of European agriculture and guaranteed food production in the coming decades.



'Greying' of the Farming Community



This 'greying' of the farming community is a pressing matter in contemporary Europe



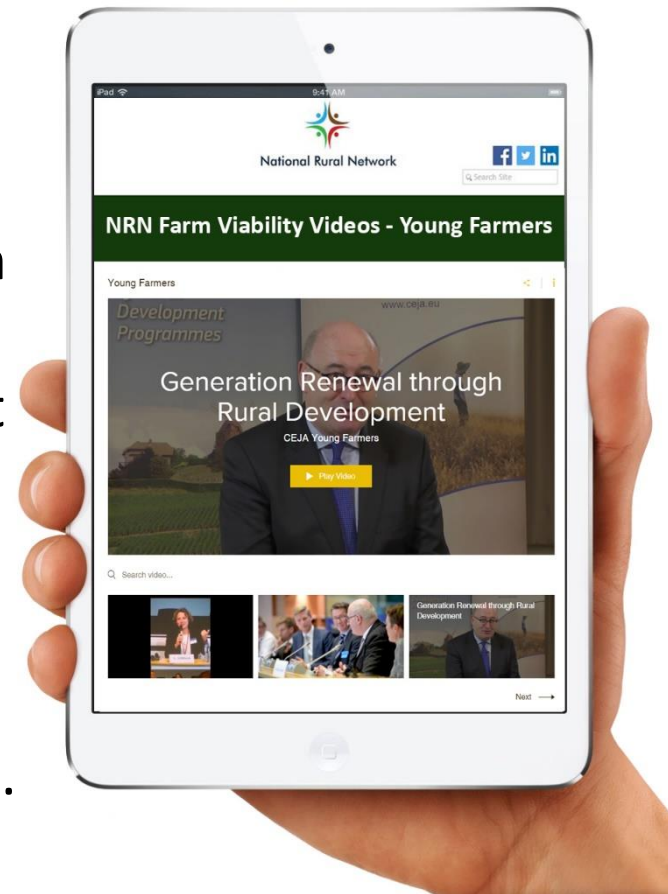
Generational Renewal in Agriculture

- This is a pressing matter in contemporary Europe, due to the fact that **generational renewal in agriculture is viewed as crucial for survival, continuity and future prosperity of the European farming industry and the broader sustainability of rural communities.**
- An age-diverse farming population is imperative.



Next Generation of Farmers

- Generational renewal goes beyond a reduction in the average age of farmers.
- It is also about empowering a new generation of highly qualified young farmers to bring the full benefits of technology in order to support sustainable farming practices in Europe.
- The modern farm is a dynamic workplace, often using innovative technology such as milking robots or irrigation via mobile phones.



Next Generation of Farmers

- Renewed interest in pursuing farming as a career.
- Younger farmers looking for more independence and responsibility (Ingram and Kirwan, 2011).
- Upsurge in demand for education and training in agriculture



Land Access Issues for Prospective Farmers

- **Gaining access to land** is widely reported to be the **single largest barrier facing young people** attempting to enter the agricultural sector in Europe.
- Barriers range from the older generation's reluctance to step aside, land concentration and the low supply of land for sale or rent in many regions, combined with the prevailing high price of available land.

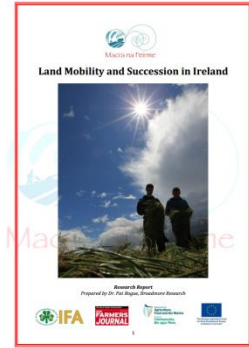


Image credit:
Shane Conway



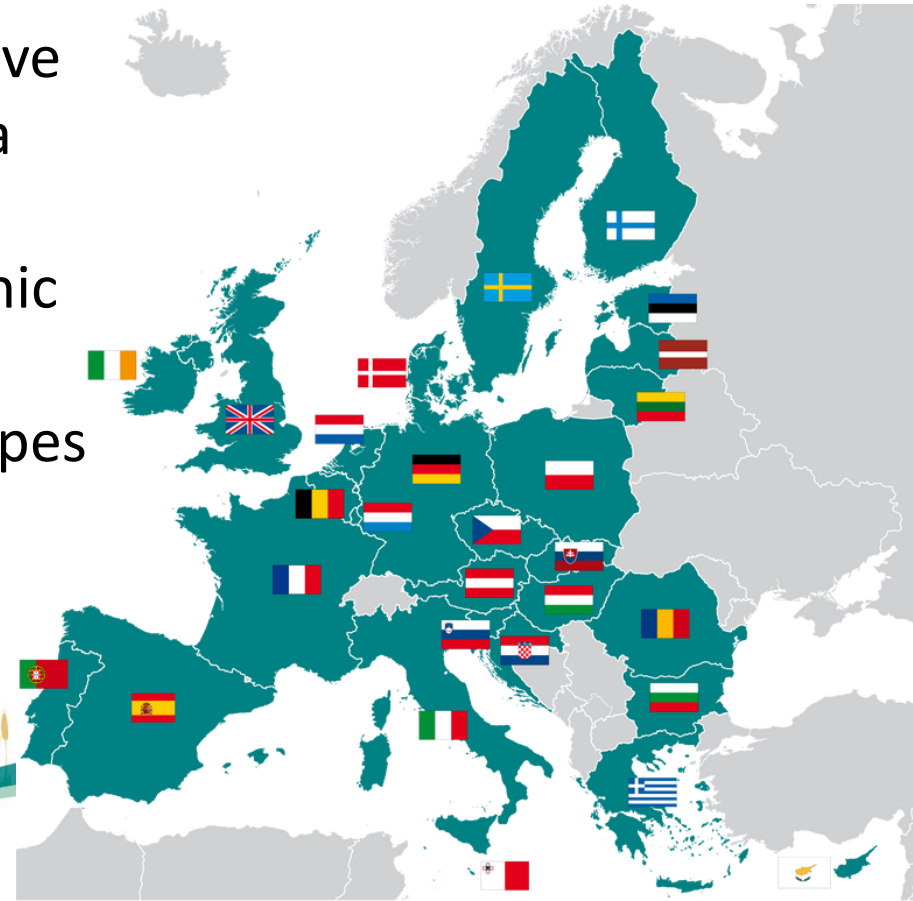
Land Mobility in Ireland

- A report on 'Land Mobility and Succession in Ireland' claims the **lack of land mobility currently experienced is stifling agricultural growth and development** by preventing young 'enthusiastic' farmers gaining access to productive assets (Bogue, 2013).



The European Land Mobility Conundrum

- The **European Commission** regards land policy as a competency of **each Member State of the EU on a national level**, i.e. each country is solely responsible for their own land sales and rental markets.
- This can be explained partly by the differing land use patterns which have emerged from the history, the prevailing physical conditions (such as size, climatic, geographic and demographic circumstances) and the economic incentives available for particular types of activity.



Land Mobility in the European Union

- Policies and regulations relating to land differ considerably across EU Member States.
- There is also a **scarcity of literature and academic discussion on access to land** in a European context (Franklin and Morgan, 2014).
- Access to land/land mobility is given **homogenous importance throughout Europe** however.
- Examples of various **policy initiatives and farmers' projects that are successfully addressing challenges in generational renewal and farming** in various EU Member States will now be presented.



Image credit: Dr Shane Conway

Case Study - The Irish Land Mobility Service



Image credit: Paul Murtagh



Case Study - The Irish Land Mobility Service

- **Collaborative farming arrangements** such as farm partnership, share farming and contract rearing have actively been promoted within Irish policy discourses as **ideal stepping stones to help overcome obstacles to land access**.
- This led to the **establishment of the Irish Land Mobility Service in 2013** by **Macra na Feirme**, a national voluntary rural youth organisation, with the financial backing of FBD Trust and industry wide support.



Macra na Feirme



Case Study - The Irish Land Mobility Service



Service Update

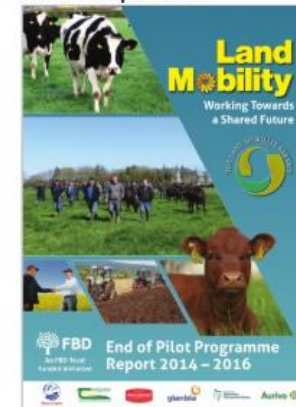
Minister for Agriculture Michael Creed has just launched a report on the activity of The Land Mobility Service. The Land Mobility Service Annual Report is available [here](#)

The pilot programme, which is now complete, has demonstrated the benefits and need for such a service. The service is making a real difference helping farmers, farm families, new entrants and land owners in a confidential and expert manner.

282 Arrangements have been facilitated involving some 25,000 Acres. There is a now greater understanding of collaborative farming and its benefits.



Annual Report 2017



Case Study - The Irish Land Mobility Service


- The Irish Land Mobility Service links landowners and farmers, old and young, interested in collaborating and developing sustainable viable farm enterprises.
- Since its inception **this service has successfully been involved in excess of 400 arrangements covering more than 35,000 acres (14,164 hectares).**



Image credit: Dr Shane Conway




Irish Land Mobility Service Publications



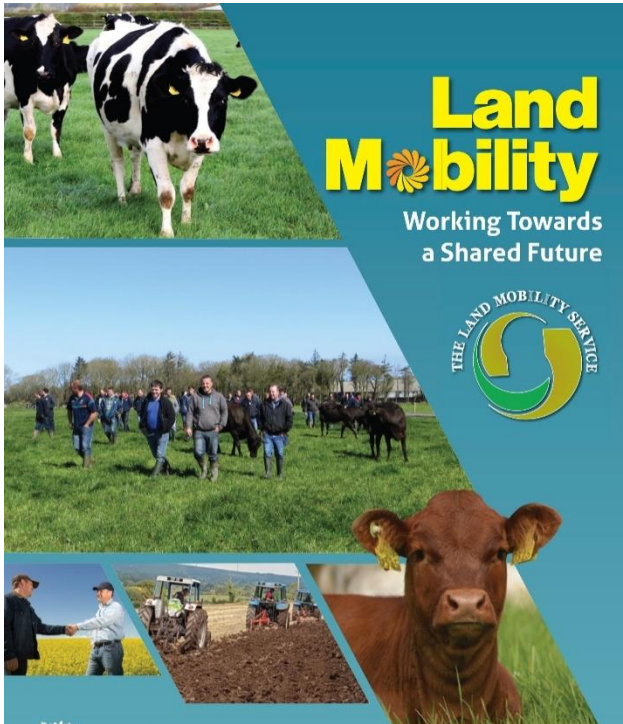
**Land
M**o**bility**


Working Towards
a Shared Future



FBD
An FBD Trust
funded initiative

**End of Pilot Programme
Report 2014 – 2016**






Thinking about ...

- Expansion
- Changing Enterprise
- Stepping Back

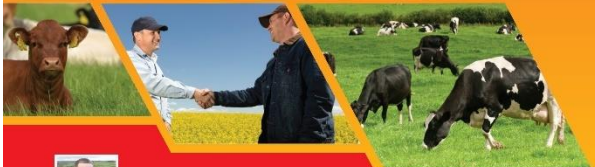

The Land Mobility Service, based in the Farm Centre, is there to help farmers and farm families.



The Service will

1. Provide Information
2. Outline and Explore Options
3. Act as an "Honest Broker"
4. Provide a confidential service facilitating land mobility
5. Work with farmers existing professionals / advisors

The service will put potential collaborators in contact with each other (matching up)

086 2541425
info@landmobility.ie
www.landmobility.ie

FBD Trust

The service is headed up Austin Finn a B. Ag. and Chartered Accountant, who also farms part time in Kilkenny. Austin has the financial and farming expertise to assist people in planning for their futures. Austin sees his role in ensuring that the best options and advice are provided to all parties, and to ensure that their wishes are fully respected, in particular the rights of the land owner. All contact is confidential and without commitment, so regardless of circumstances if you wish to find out more just call 086 2541425.



SHARED PASSION, BETTER FUTURE

Interested in scaling up, stepping back or switching enterprise?

The new Macra land mobility service will help farmers and land owners with compatible goals to work together in different farming arrangements, writes Páidí Kelly

Austin Finn has just begun his new job as Macra's land mobility programme manager and his main objective is to help farmers and land owners to work together to find more beneficial farming arrangements. The need for such a person was identified in the Macra Land Mobility and Succession in Ireland report last year. Austin is employed by Macra and his position is mainly funded by the FBD Trust.

The trust also has a budget for Irish farming to help farmers to develop a person with both a good farming and business understanding who could help farmers to consider their options in terms of new farming arrangements.

Austin farms part time himself in Ballyvaughan, Kilkenny and has an accounting background so he understands both the financial and personal side of farming. The service he is offering farmers is called the Land Mobility Service.

Austin explained to me what this entails: "My aim is to provide information on alternative arrangements which would be more beneficial for farmers to operate. I will work with individuals of all ages to explore options with potential for them. For a younger farmer, this may be looking for some form of farming arrangement to help them grow their business. For an older farmer, it might be a way of reducing the workload. I will act as an independent broker between two people or parties who are considering entering some kind of new farming arrangement."

Initially, Austin will be offering the service in three pilot areas around Roscommon, Kilkenny and Cork. He plans to build on the good work done by Teagasc in the area of collaboration and will work closely with them.

He said: "I will work with a farmer's adviser to help find an arrangement for their client. This service isn't about returning the wheel, it's

WHAT A GLANCE

- ▶ Austin Finn is running the Macra land mobility service which will help out compatible farmers in conflict and set up new farming arrangements.
- ▶ Initially, pilot areas will be in Roscommon, Kilkenny and Cork but Austin wishes to hear from interested farmers and land owners in all locations.
- ▶ Every arrangement must deliver a number of things, i.e. title security and income security.



about helping people see the potential benefits of the arrangements that are already in place. There are already people interested in such arrangements but overall their uptake in Ireland has been slow."

But it? What's new about this service is that Austin is presently able to put people in touch with the person who will best fit what they are looking for. More information is available on the website www.landmobility.ie

CONTACT

Austin can be contacted on his mobile - 090-2524425, by email at info@landmobility.ie

More information is available on the website www.landmobility.ie

betterfuture@farmersjournal.ie
01-4995500



Austin Finn, Macra land mobility service manager.

person interested could be a farmer or land owner of any age contemplating any form of collaborative farming arrangement. If they get in touch with me, I will try and help them."

Austin feels that educating people and dispelling a lot of the myths and misconceptions about different arrangements is important. He said: "My one hope is that people engage with the service and explore the benefits. I will be providing plenty of Teagasc, IPA and other reports and will be running workshops on the potential of these arrangements. If you are interested, get in touch with me and explore your options. The service is 100% confidential."

He continued: "A small misconception is often what is being seen as a back in Ireland. It's definitely a big step outside your comfort zone for anyone who has farmed on their own to date, but if people were clearer on the benefits, I think we would see many more people farming this way. If people decide that one of these farming arrangements is for them, this should be because they understand how the arrangement will work and can clearly see the pros and cons."

Regardless of the arrangement a farmer or land owner decides on, Austin has a number of objectives he wants to achieve for both parties. These are:

- ▶ **Income security and enhancement:** A new arrangement must deliver a better income for both parties involved.
- ▶ **Title security:** Ownership of land will be in no way influenced by any arrangement. The objective is to get land used in a more productive way.
- ▶ **Continued family involvement:** Depending on the arrangement and desires of the people involved.
- ▶ **Farm development and added value:** Land being farmed will not only deliver a higher profit for

everyone involved but has a higher commercial value so the firm will be worth more.

▶ **Improved quality of life and social benefits:** Members work hard for those looking to take a step back and benefit from working with someone else.

▶ **Tax efficiency:** Austin will help ensure that all arrangements are set up in an tax efficient way as possible.

Service

So, how exactly will the service work? Austin explained: "People get in touch. This part of the process is 100% confidential. I am creating a database of interested people."

"Once I have a group of 15 to 20 people in a general area, I plan to run a three-day open house workshop for them. This will go through the different arrangements, make sure that people know the pros and cons of each and will also involve visiting a farm operating an arrangement. It is hoped everyone will



PETER YOUNG PÁIDÍ KELLY NATHAN TURLEY PETER MAHLEY

"The next step is putting people in contact with someone who might suit them. It is up to individuals to decide if they want to work together but I will be there to make sure everyone is clear on the requirements and help to sort out any issues. I think a farmer or land owner often has someone in mind already that would suit – someone they see farming to a high standard themselves and think they would like to work with."

After an arrangement has been agreed on, Austin would oversee meeting each party separately. There he would meet them together and, at this stage, the arrangement should be ready to begin. People will be expected to do their own work with accountants, etc, but Austin will be available to give guidance along the way. Each arrangement will be set up with a clear exit mechanism for whenever it concludes. Austin said: "There is no doubt that some of these arrangements will develop into long-term relationships but some won't and that's not a problem. They are designed to benefit people while they are operating and it is very

simple to dissolve them."

Ultimately, every new farming arrangement will result in the mixed agricultural products to which it is important for the Irish agricultural industry that Austin sees the main benefit as what the programme can deliver as farm input.

"During the Shared Passion Better Future series, there were a number of excellent case studies highlighted. My job is to help other people capture these benefits. The CAP deal is now sorted until 2014 giving us stability. As an island, we have a fantastic farming industry and the onus of this is the viability of farms. The land mobility service aims to improve farm viability and will gather other social benefits to overcome involved costs."

NEXT WEEK

Has sharecropping run out of steam in New Zealand?



Q&A

Who is funding this programme?

The FBD Trust, which funds industry good initiatives such as the seed sowing trial this spring, is the main sponsor after being approached by Macra. Others include Macra, IPA, Irish Farmers Journal, Teagasc, IPA and DAFM. Aislin, Daygold and Glenbia have all decided to support the service as the pilot areas are in their catchments and they wish to make sure farmers in these areas benefit.

What is the long-term goal of the service?

To provide information and to educate. If a farmer doesn't suit someone now, it may still be something they would consider in the future. If enough interest is shown and if arrangements are created successfully in pilot areas, it is hoped that the programme will receive more funding and more people will be expected to offer the service nationwide.

established in new farming arrangements.

What happens to my Single Farm Payment if I farm in one of these arrangements?

If you wish to stay farming in one of these arrangements, your Single Farm Payment will be unaffected.

What if I am interested but am outside the initial pilot areas?

Still get in contact. Austin is initially operating the service on his own but if enough people in an area make enquiries, he hopes to run an options programme in this area and try and put the minded people in contact.

What is the cost of the service?

Initially, the cost of the programme set-up is being covered by the FBD Trust and other stakeholders. A small fee of €200 per party will apply to people who get

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HORSCH
Farming with passion

HAVE YOUR SAY

Over the course of our 'Shared Passion, Better Future' series we will detail first-hand experience of land access issues including partnerships, leasing and transfer. These are extremely personal stories and we thank our featured farmers for sharing their experiences. If you have any similar stories or experiences you would like to share or queries you would like answered then please get in touch with us

betterfuture@farmersjournal.ie
twitter.com/farmersjournal
www.facebook.com/IrishFarmersJournal

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SHARING THE LOAD

Paidi Kelly reports from a visit to a dairy farmer who plans to expand his dairy business by collaborating with a share milker in the future

Remember the days when a dairy farmer would milk his own cows and deliver the milk to the local creamery? Well, those days are long gone. Now, a dairy farmer might have 100 cows and a herd of 100 calves. The sheer scale of the operation means that a farmer can't milk all the cows himself. This is where a share milker comes in. A share milker is a person who milks the cows for a fee. The farmer who owns the cows is called the 'owner' and the share milker is called the 'share milker'. The share milker will milk the cows and deliver the milk to the creamery. The farmer who owns the cows will receive a share of the milk price. The share milker will receive a fee for milking the cows. This arrangement allows the farmer to expand his dairy business without having to invest in a large milking parlour. It also allows the share milker to work for multiple farmers, increasing their income.



KEY POINTS

- Share milking is a growing sector in the dairy industry.
- It allows farmers to expand their herd without a large investment.
- Share milkers can work for multiple farmers, increasing their income.
- It provides a steady income for the share milker.
- The farmer who owns the cows receives a share of the milk price.



SHARE MILKING

Different business options

There are two main options for share milking. The first is to employ a share milker on a full-time basis. The second is to employ a share milker on a part-time basis. The first option is more expensive but allows the farmer to have a dedicated person milking the cows. The second option is less expensive but the share milker will have to milk the cows for multiple farmers.

DAIRYING

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3rd Choice	100	100	100	100

EMV is added to help prevent Clostridiosis and Cryptosporidium in your calves

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Mapping Land Mobility Initiatives and Schemes Throughout the EU

Although a national Land Mobility Service similar to Ireland has not been explicitly established elsewhere in the EU to date, there are **several analogous ‘match-making’ initiatives in existence** which aim to increase the availability of land for young farmers and new entrants.



Image credit: Dr Shane Conway





WELCOME

What's next with the farm ...

if there is no farm succession within the family?

if my life's work should be continued and handed over?

if there is still room for new people and ideas?

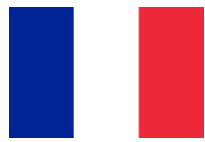
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The screenshot shows the website interface for the National Bank of Agricultural Lands. At the top, there are three navigation buttons: "CRITERIA FOR SALE" (yellow), "LANDS FOR SALE" (green), and "FAQ" (grey). Below the navigation is a welcome message: "Welcome to the National Bank of Agricultural Lands finding a land is as easy as a click!" followed by the text "Consult all the information on the land and present the manifestation of interest for those on sale." The logo for "isma" is visible in the top right corner. The main content area features a map of Italy with numerous colored dots (yellow, green, and dark green) indicating the locations of agricultural lands for sale across the country.





Boer is looking for Boer

NAJK sees many agricultural companies end because there is no successor. At the same time, there are many young people who really want to become farmers, or like to work with a company and want to enter into a partnership or even want to take over the company. Via Boer zoekt Boer has NAJK, together with the agricultural business [Countus accountants + advisers](#), [Flynth advisers and accountants](#), [Lianne Veenstra Agrocoaching](#) and [Rabobank](#), joined hands to provide good guidance in the event of outside business takeover. For this initiative, a program has been developed for interested farmers without business successors and for potential business successors without a company. Within this program, both parties are provided with knowledge and information and can be asked for support at various steps in the outside-family business takeover.

Information meetings

In recent times, information meetings organized by Boer zoekt Boer have been organized. Would you like to receive an e-mail when new meetings are organized? Send an email to NAJK with your name, or your successor or transferor and your place of residence to [Liesbeth Schuurman](#).



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Farm Field and Beek

Boerderij Veld en Beek is looking for a co-entrepreneur REACTION BEFORE 1 APRIL 2019 [Read more](#)



European Access to Land Network



Image credit: Dr Shane Conway



The European Access to Land network **brings together various civic organisations – mostly community and/or farmer-led initiatives - from across Europe to share experiences and practical ways of assisting farmers in accessing land** and also to promote the significance of land mobility for agroecological transition and generational renewal.



ACCESSTOLAND
A European network of grassroots organisations securing land for agroecological farming

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Home > Issues > Supporting a new generation >

Supporting a new generation

European farmers are a greying population. More than half of European farmers will retire within 10 years, while only 7% are under 35. Many senior farmers have no successors in their family, and have no identified successor outside of it.

The question of **who is going to be the next generation of European farmers is a very pressing one.** Who will grow our food? Who will sustain rural economies and communities? Who will maintain open landscapes for everybody to enjoy?

There is also a major challenge in ensuring both the continuity and the necessary evolutions between the generations of farmers. How to avoid losing preciously developed soil quality and know-how held by

Section content

- ▶ Preserving land
- ▶ Securing land for agroecology
- ▶ Supporting a new generation
- ▶ Managing land as commons

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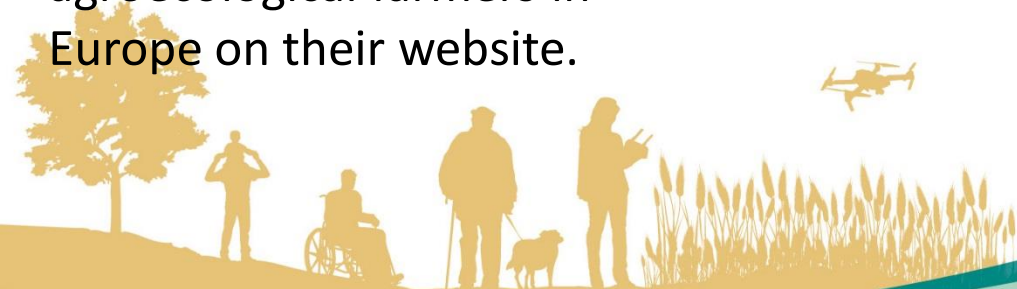
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Email Address

European Access to Land Network Interactive Database

The European Access to Land network's **main objectives are to identify key European organisations, making them more broadly known, connecting them and facilitating their access to tools and resources.**

They have **created a directory of key organisations working on access to land for agroecological farmers in Europe on their website.**



European Access to Land Network Infographics

Source — Eurostat, Database and Farm Structure Survey



Europe is losing its farmland

Farmland
represents

40%

of total
European Union (EU)
land

Loss of farmland,
means the loss of
food production, jobs,
communities, culture and
essential ecosystem
services

The EU has lost

11%

≈

of its farmland,
from 1993 to 2013

area of
Romania



The Human Side of Land Mobility



Image credit: Dr Shane Conway



The Language of Farming

- Ultimately the older generation of farmers are often the ones who decide whether land mobility occurs or not.



- Most sophisticated of land mobility schemes are of little avail if policy makers are not adequately prepared and competent to 'understand the language of farming' (Burton, 2004) and how hard it is for them to let go (Conway et al., 2018).



Emerging Narrative



Image credit: Dr Shane Conway



Emerging Narrative

'In truth, many farmers don't want to retire fully, and I understand and respect that wish. What we need are arrangements that work for both the older farmer and the new generation'.

*Minister for Agriculture, Food and Marine,
Michael Creed TD speaking at the launch of
Macra na Feirme's Land Mobility Service pilot
programme in April, 2017.*



Emerging Narrative

‘Move away from focusing aid on retirement grounds to farmers exiting agriculture with a shift in concentration aimed at farm succession. Succession of farms from the older to younger generation should become a positive process’ (Macra na Feirme, 2017, p.29).



LAND MOBILITY IN THE EUROPEAN UNION

Speaker, Dr Shane Conway (NUI Galway/Irish National Rural Network)

Thank you for your attention

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