Advanced Agriculture and Advisory Systems in Denmark Danish advisory service

Chief crop advisor
Hans Henrik Fredsted
Agrovi, Denmark





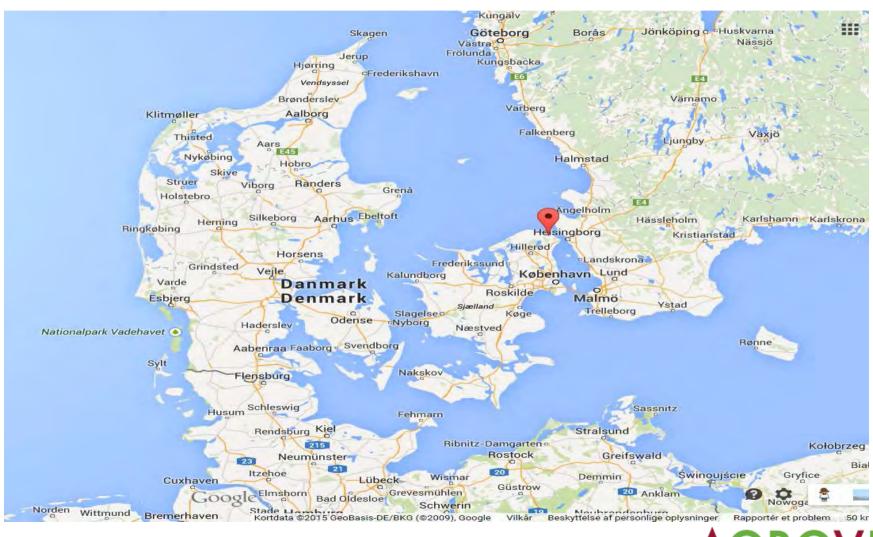
CV – Education and working experience

- Msc. Agronomy 2001
- Agronomist crop consulting 2001
- Agronomist AC Latvia 2005
- Chief cropadvisor Agrovi (2007-present)
- Director AC Latvia (2008-present)

Professional farmer 1994-present



Situation of farm in Denmark





Sauntegaard year 2015





Farmland Sauntegaard 2015





High Quality Production

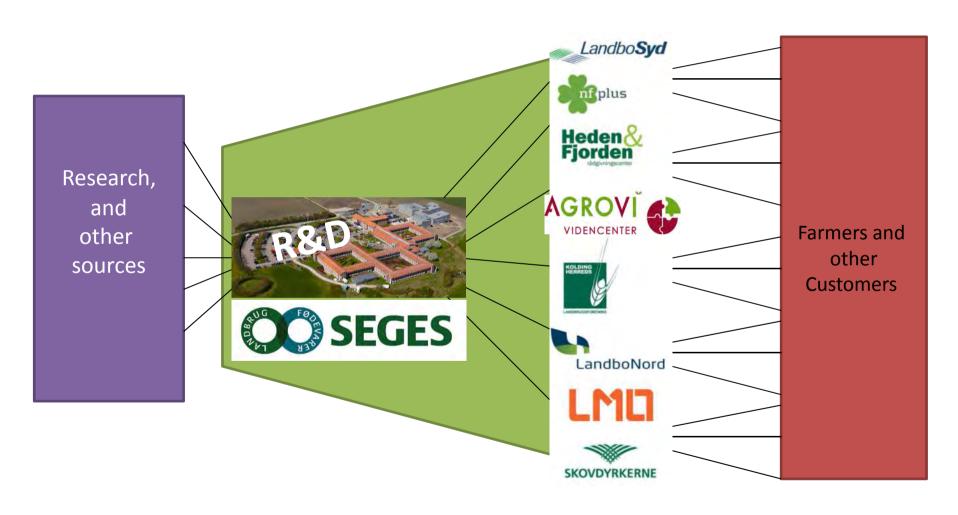
5 ton/hectare Rapeseed for vegetable oil Wheat for bread production 9 ton/hectare Rye for bread production 9 ton/hectare Barley for beer production 6 ton/hectare Grass for seed production 2 ton/hectare Crop rotation: Rapeseed, wheat/rye, barley, grasseed.



SEGES AND DAAS



From research to farmer





DAAS

DANISH AGRICULTURAL ADVISORY SERVICE



Some facts about DAAS

- Partnership
- 32 local advisory centres and SEGES
- 3100 employees
- Turnover approx. EUR 308 mill.
- 35,000 farms
- 1,000 greenhouse industries
- 10,000 minor industries



DAAS

DANISH AGRICULTURAL ADVISORY SERVICE



Core activities Local centers

- Advisory Service to the farmers: (production, finance and accounting, tax and legal matters, farm buildings, energy, environment etc.)
- Real Estate (farms)
- Rural Development
- Local Farmer Associations (Danish Agriculture & Food Council)
- Design and organize training tailored to farmers' needs



Core activities SEGES

- Main supplier of professional knowledge for the agricultural professions
- Link research results with practical farming through on-farm trials, analysis and tests
- Provide Danish farmers with the latest knowledge and technology
- Record and process technical-economic data and farm accounts for taxation and farm management purposes
- Design and organize training tailored to advisors' needs



The farms in Denmark are changing

1950: 208,000 Family owned farms in

Denmark

2005: 20,000 Full time farms

30,000 Part time farms

2015: 5-7,000 Enterprise farms

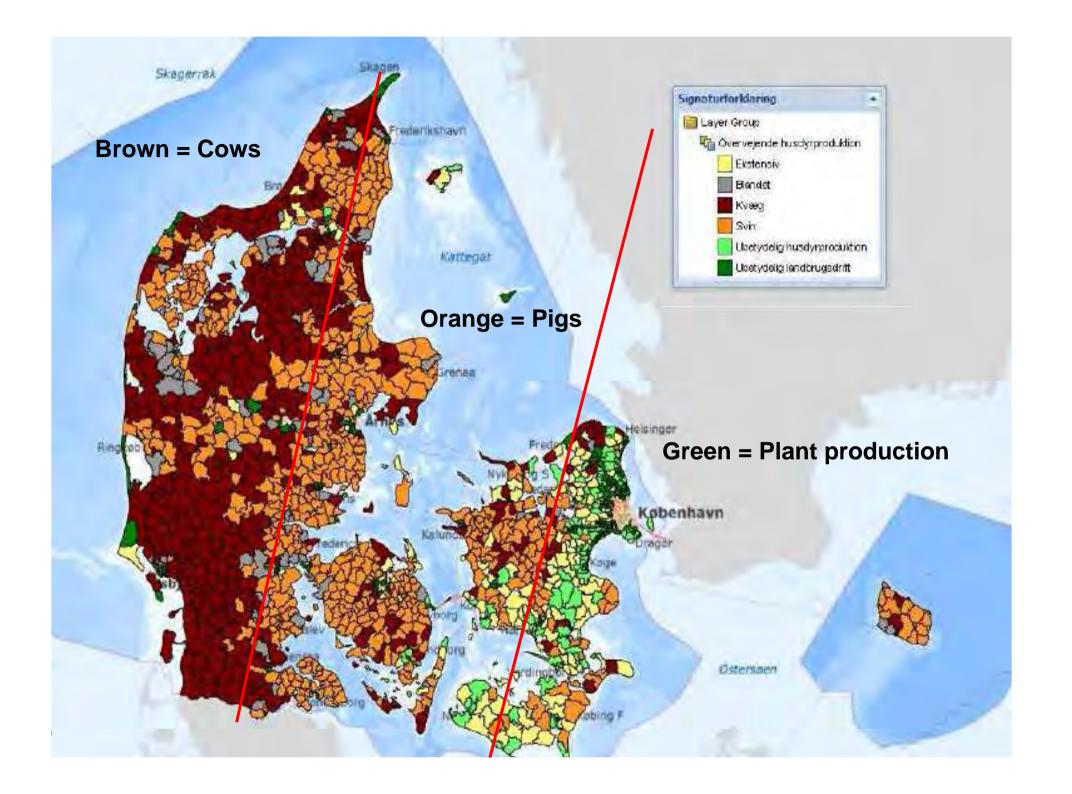
30,000 Part time farms











Part time farmers



Life style
Value based



First movers
- New biz?





Conventional production



The Danish farmer expect

- Excellent professional skills
- Customer focus individual treatment!
- Cross disciplinary focus (crops, animal production, economy, strategy)





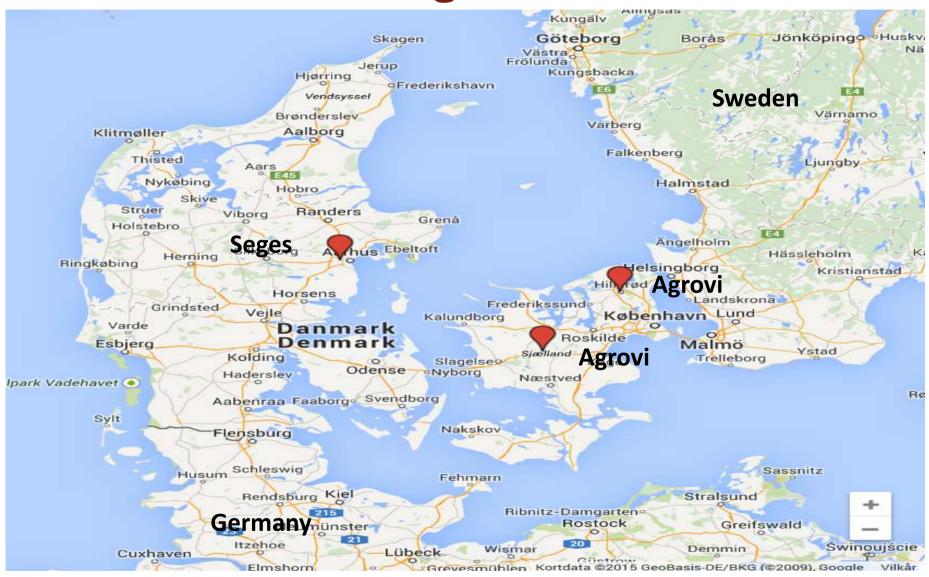
Facts about Agrovi

2,000 customers
75 employees
Locations in Hillerød and Ringsted
Abroad Consultancy in Riga, Latvia
Owned by Local farmers union
Nordsjællands Landboforening

Non- profit organisation turn-over 822 mill. JPY.



Situation of Agrovi in Denmark





Agrovi's Vision

- To lead the development of advice and service and be rated as the best by our customers
 - We will be market leading and innovative
 - We will attract and retain the good customers
 - We will attract and retain the good employees





Agrovi Advice Qualifications





- Bookkeeping
- Budget
- Buildings
- Part-time farming
- Operating Consultancy
- Animal husbandry
- Property transaction
- Financing
- Fundraising

- Law
- Courses
- Leadership and Strategy
- Machines
- Environment
- Human resource
- Crop production
- Projects
- Economics and accounting



Agrovi CROP TEAM



Hans Henrik



Camilla



Martin



Kristian



Søren



Andreas



Lars



Henrik

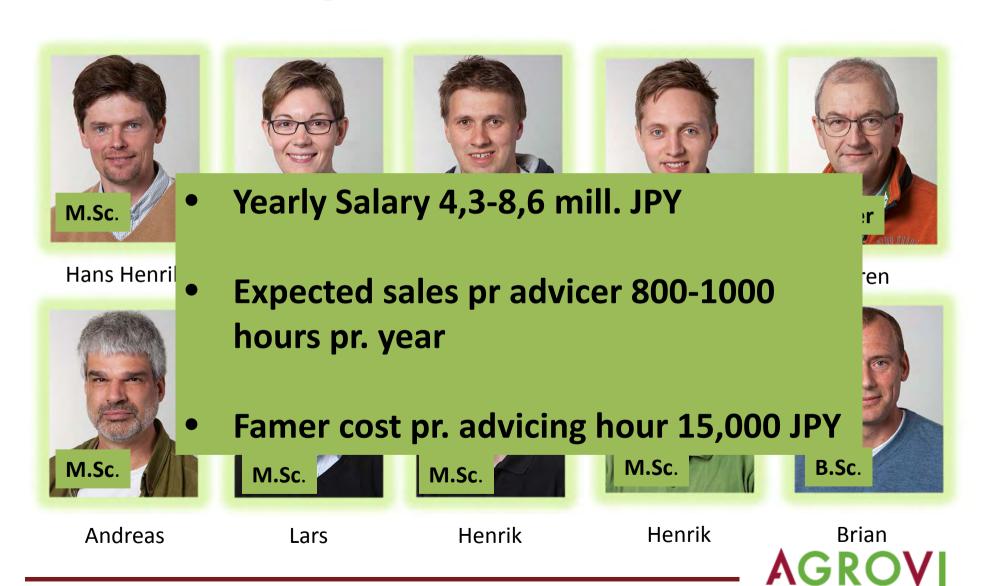


Henrik



AGROVI

Agrovi CROP TEAM



Financing of CROP TEAM

- More than 1,200 farmer clients
- Hour rate for services
- 80 % Advicing contracts duration 1-3 years
 - Weekly Newsletters
 - Phone advicing
 - Field planning
 - Visits
 - Reporting
- Yearly turn-over approx.130 mill. JPY
- FEE to SEGES approx.7 mill. JPY



CROP team tasks - General

- Field planning
- Fertilizer plans
- Pesticide plans
- Reporting to authorities
- Strategically management
- Field advice
- Field demonstrations
- Seminars

Yearly flow at our offices

- December-March
 - Field plans, Fertilizer plans, Spraying plans
 - Transmission to authorities
- April-June
 - Field visits
- July-August
 - Evaluation of growing season
 - New planning next season
 - Strategical management
- September-November
 - Field visits
 - Field demonstrations
 - Seminars



Focus areas 2015!



- Increased visibility in the field
- Systematic meeting activity in the field
- Professional seminares
- Machinery demonstrations
 - Establishment of cover crops and catch crops
 - Min till and NO till systems
- Crop rotation synergies between crops



Hot-spot meetings every 3-4 weeks



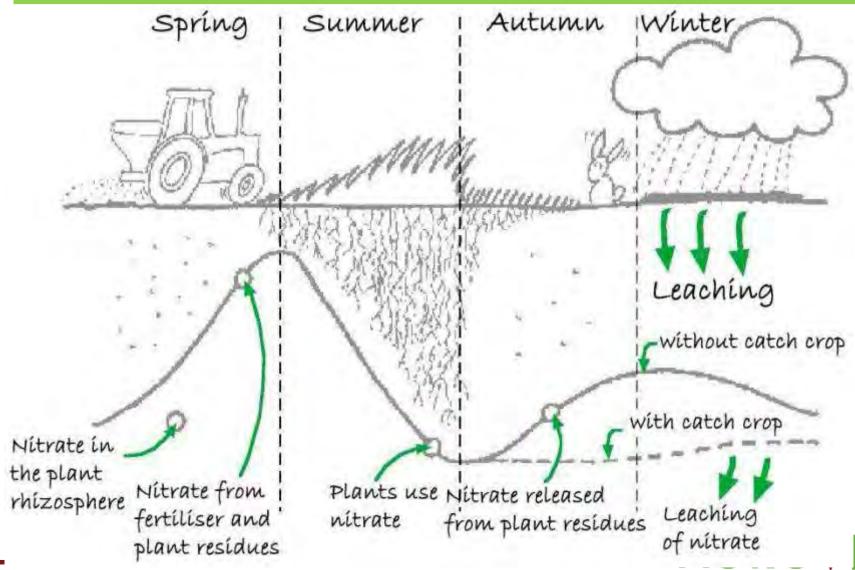
Contents of advisory service How do we help the farmers!

Chief crop advisor
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Agrovi, Denmark

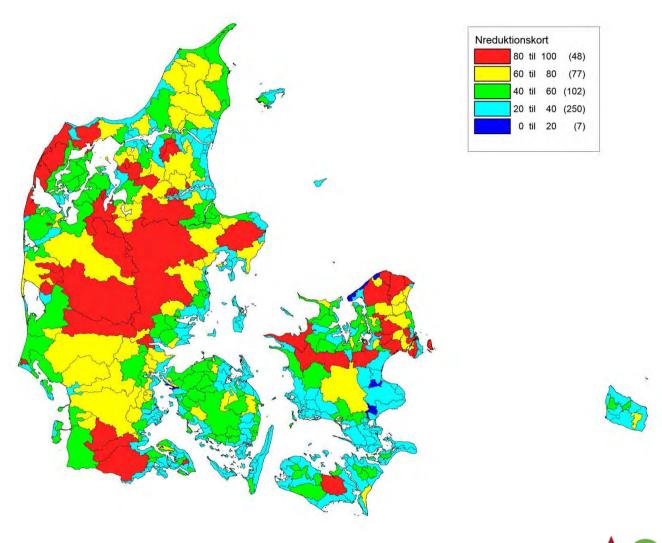




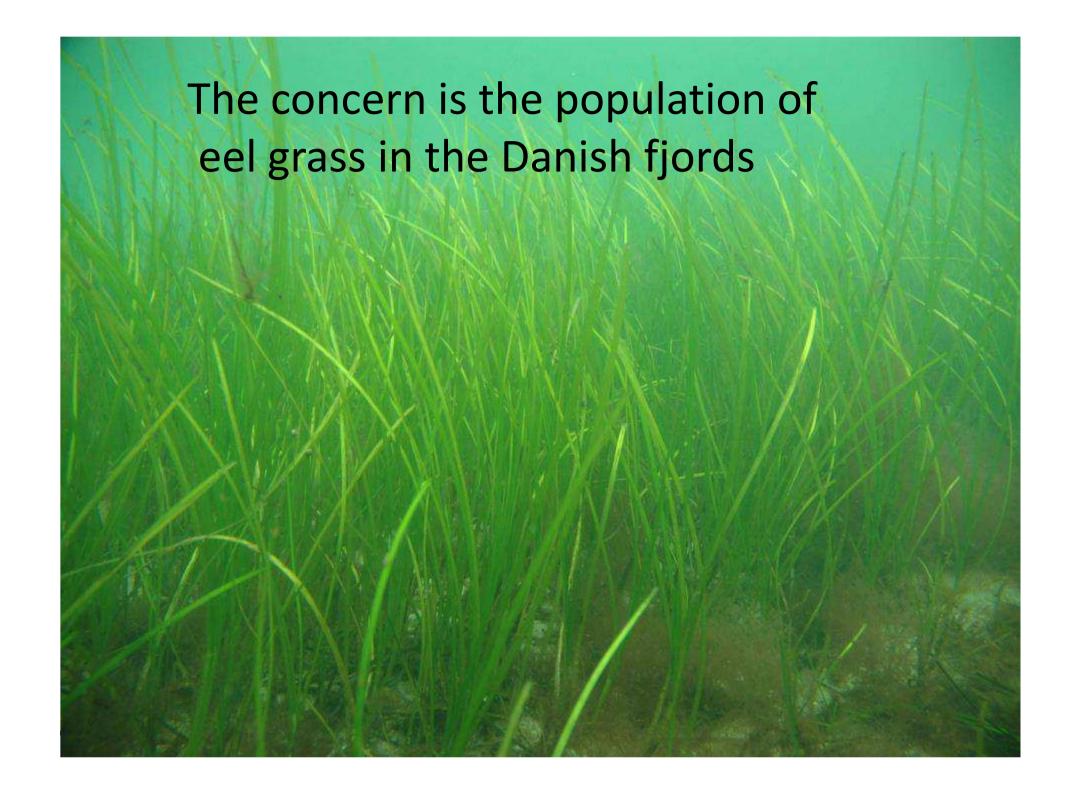
Best practice for Nitrogen management: Apply Nitrogen when needed by the crops and avoid accumulation of Nitrate in leaching periods.



MAP: Nitrogen vulnerable zones in Denmark







Time	Plan	Significant elements in legislation:
1985	NPO-plan	Max. livestock units per ha. Storages capcity
1987	Water Environm. Plan I	-50 percent reduction in N-leaching.65 percent winter crops/catch crops
1992	Sustainable agriculture	Min. utilisation of nitrogen in animal manure N-quota per farm, Fertilizer plans and - accounts. No slurry in autumn except for grass and oilseed rape
1998	Water Environm. Plan II	10 pct decrease of the N-quota. 6 pct catch crops in autumn. 15 pct higher utilization of N in animal manure
2003	Water Environm. Plan III	Target for decrease of P surplus, 13 percent reduction in N leaching, 10/14 pct catch crops
2011-13	Water Frame Directive	"Good ecological quality" in water bodies More catch crops, riparian zones, Establishment of wetlands
2016-17	Water Frame Directive Water Area Plans II	More area specific regulation after the need to obtain "Good Ecological Quality"



Minimizing the loss from stable, tank and field

Storage of manure: Focus on NH₃-loss

Cover of liquid manure:

Natural crust is enough if the surface is tight and dry. If not, there must be a solid cover









All farmers has to have on farm:

- Field plan of areas with crops
- Fertilizer plan acording to crop quotas
- Animal specification
- Manure control, storage, spreading
- Spraying plans for each field
- Updated workplans on farm

Penalty for not fulfilling.



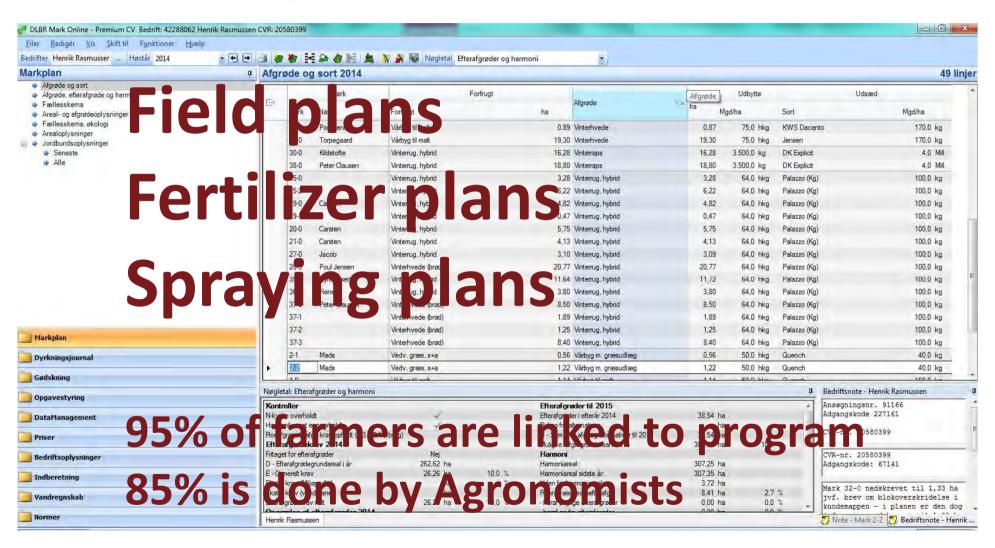
Field program from SEGES

- Started in 1985
 - Only fertilizer plans
- Owend by SEGES
- Developed by SEGES
 - To authorities

- License for every farmer per year is
 - -4,370 JPY paid by the user.

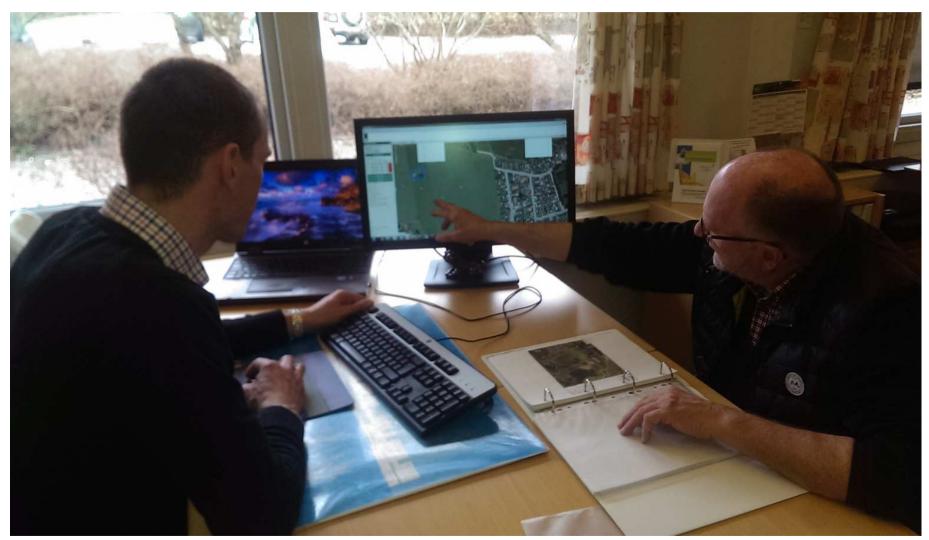


Field program since 1985



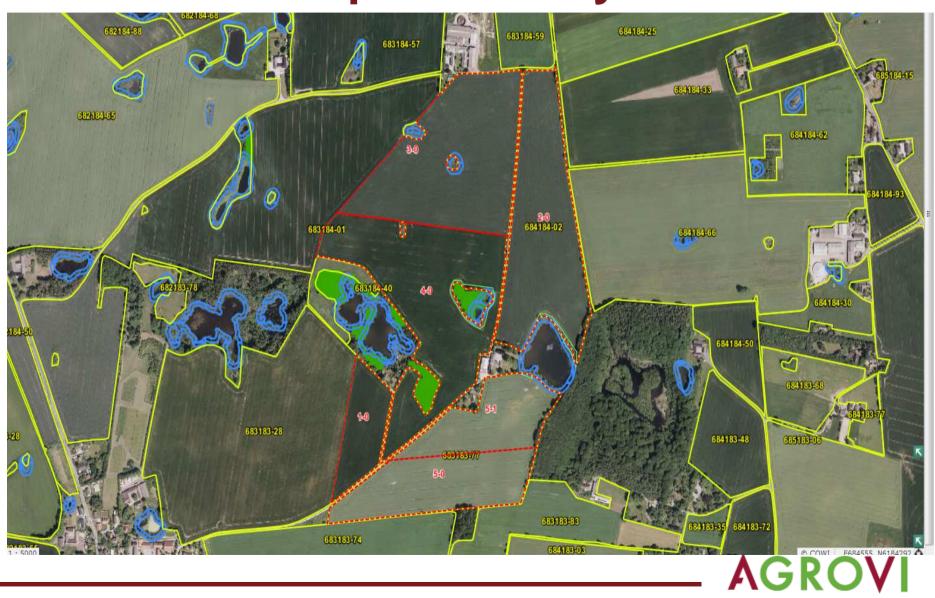


Strategic planning with farmers





Field maps for every farmer

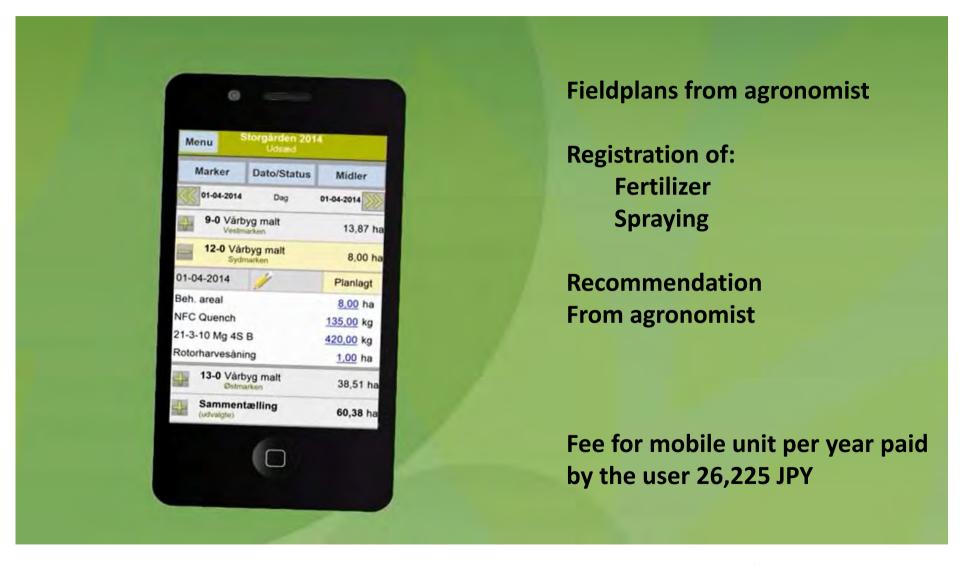


Strength about program

- Hosting field history
- Hosting soil data
- Gathering information
- Checking regulations to authorities
- Applying for direct payments
- All regulations are connected to the program
- Farmer can follow it online!

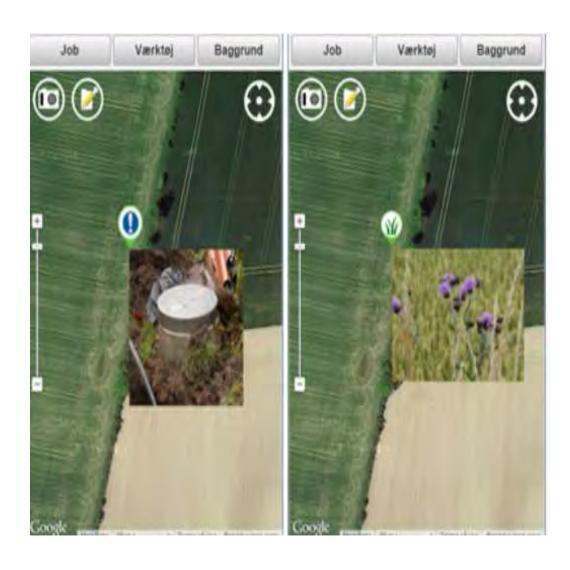


Registration during season





GPS – observation on Mobile

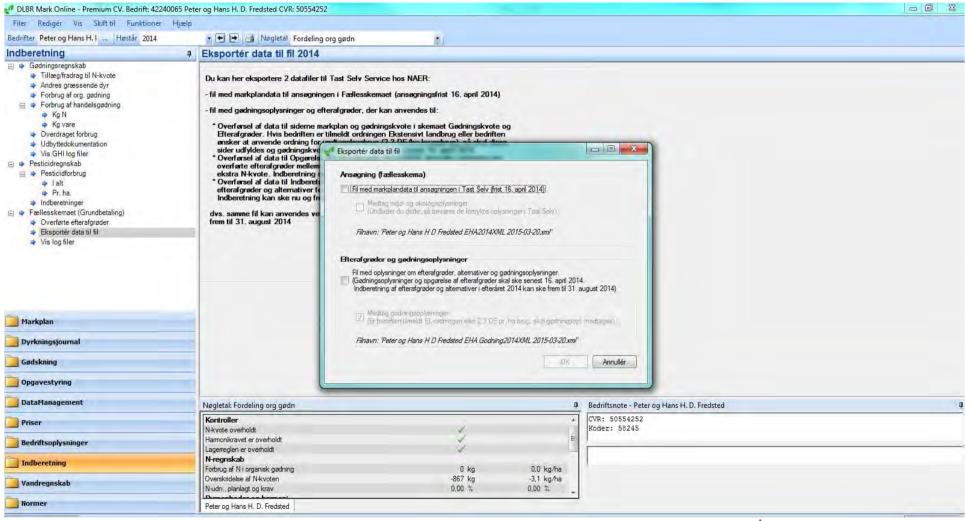


Linked to field program

History
Weeds
Drainage
And other...



Reporting to authorities





Reporting to authorities



Ministeriet for Fødevarer, Landbrug og Fiskeri Fødevarestyrelsen og NaturErhvervstyrelsen

Velkommen, Preben Birch (CVR 18 52 30 00) Personlige oplysninger

Log ud

LANDBRUGSINDBERETNING.DK

FORSIDEN

OM LANDBRUGSINDBERETNING.DK

KONTAKT

Her er dine selvbetjeningsmuligheder



Ingen besætninger

CHR besætning

Foretag lovpligtige indberetninger til det Centrale Husdyrbrugsregister (CHR) om dine besætninger. Det kan f.eks. være ajourføring af antal dyr eller oprettelse af en ny besætning. > Læs mere.

Opdatér besætningsoplysninger



Gødningsregnskab

Webdyr | Fælles kvittering | Bestil papirskema | Husdyrgødningsberegner

Hvis du er med i Register for Gødningsregnskab skal du indberette dit gødningsregnskab her. It læs mere

Indberetning foretaget

- Start indberetning
- Kvægoplysninger
- > Upload regnskab
- Gødningsleverancer
- > Indberetningshistorik > Forudfyldte felter



Bekræft din

registrering

Foder og fødevarer

Er du primærproducent af vegetabilske/animalske fødevarer, foder eller håndterer foder skal du være registreret til foder og/eller fødevarer. > Læs

Vis og ajourfør



Indberetning

foretaget

Sprøjtejournal

Her kan du indberette dine sprøjteoplysninger. Det er også muligt at føre sprøjtejournal elektronisk her, og derved gøre selve indberetningen lettere.

> Læs mere.

- * Indberet
- Fuldmagt til konsulent
- ▶ Indberetningshistorik
- Før din sprøjtejournal her (frivilligt)



Fødevarekædeoplysninger

Ikke relevant for dig



Organiske gødningsstoffer

Hvis du anvender organiske gødningsstoffer og inrdforhedringsmidler med animalsk indhold skal



Demonstration of how to apply the direct payment

Chief crop advisor
Hans Henrik Fredsted
Agrovi, Denmark





EU-subsidies- direct payment

- All EU member countries can apply
- All farmers can apply
- Once a year
- Subsidies per hectare with crops
 - Demands for different crops
 - Demands for 17% of area with greening

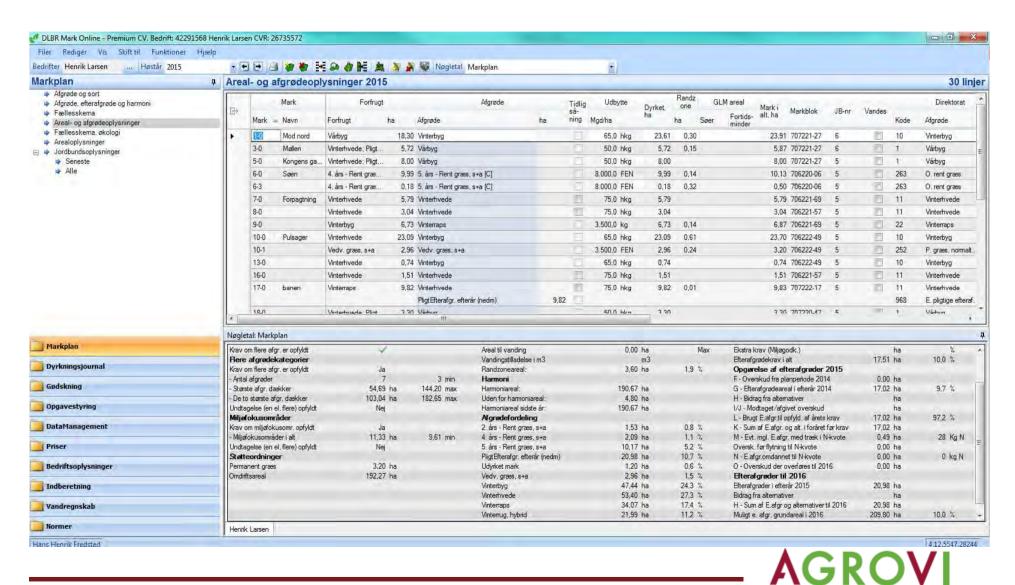
How to apply - Manual

- Field plan
- Fertilizer plans
- Field maps
- Cover crops
- Greening

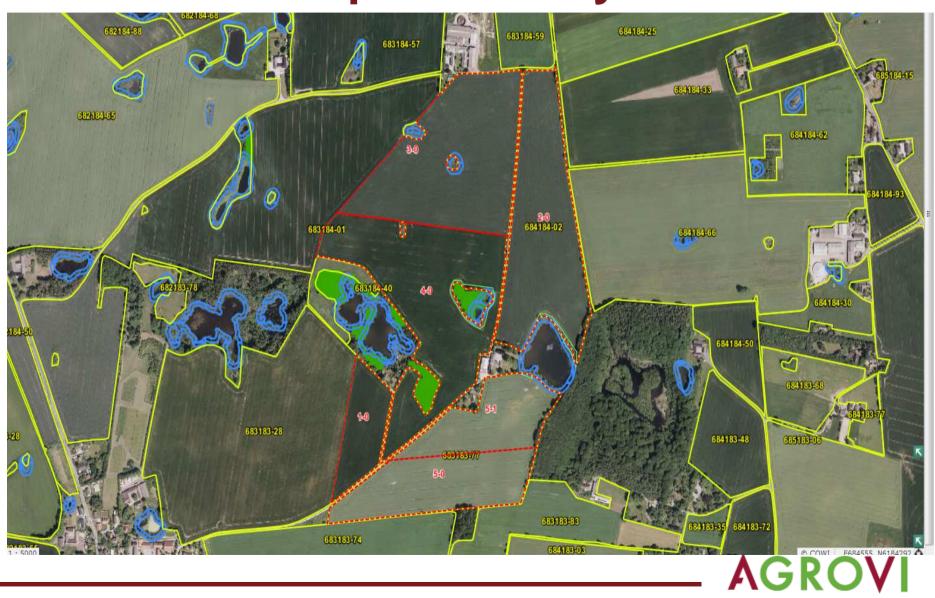
Cross-complience on all regulations



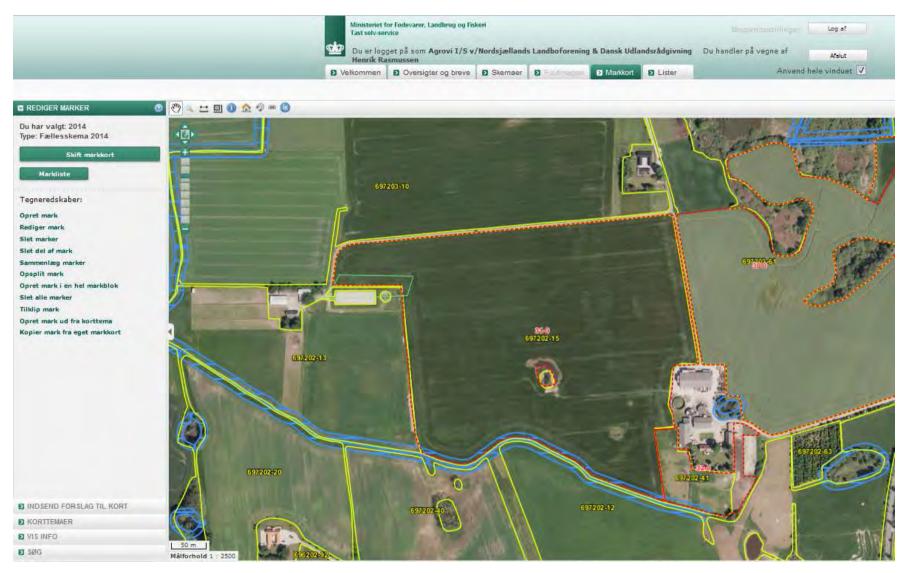
Application for direct payment



Field maps for every farmer



Internet markkort (IMK)





Agricultural Ministry web

