

Environment



Economic resilience



### Background

Increased co-operation between tillage and dairy farmers can be beneficial to both parties. The benefits achieved depend on the arrangements made between both but include slurry transfer from dairy to tillage farms, contract growing of fodder or tillage crops for dairy farmers or the swapping of land between the tillage and dairy farms.

### How do you ensure the two farmers can work together?

- Ensure that there is both parties are very clear about the **objectives of the collaboration**.
- It is often helpful to have a **third party to facilitate** these discussions. There are a very limited number of consultants who have experience in this area.
- There should be **planned interim meetings** to review progress made and provide feedback on changing circumstances e.g. reduced yield expectations.
- There should be a final meeting to review the outcome of the arrangement and look at how collaboration could be improved in any future arrangements between the two parties.



### Important Points

- It is important that the expectations and requirements of both parties are clear from the start.
- In developing a cooperative arrangement, it is important that both parties objectives are met.

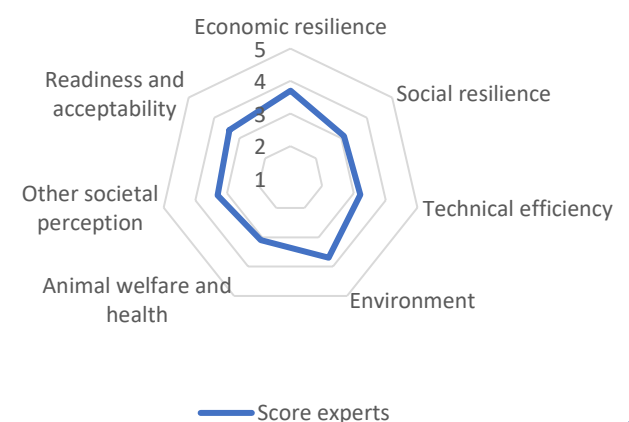
### Elements of a good cooperative arrangement

- Both parties must be aware of what's included in their agreement and buy into it.
- The outcomes should be clear e.g. sale of 100 tonnes of barley at 16% moisture content from the tillage farm to the dairy farm at €200/tonne.
- If any difficulties arise in meeting the commitments made e.g. yield below expectations, the other party should be notified as early as possible so that they can make other arrangements.

### Investment?

- The only real investment that is needed is perhaps the use of an **independent facilitator** or other experts when scoping out the collaborative arrangement.
- The use of a **consultant, accountants** etc. to assess how the initial objectives set aligned to the final results could also be helpful.
- A written document containing the details of what both parties will contribute to the collaborative arrangement is essential.

### Assessment of method



### Quote of the farmer:

*“Be clear from the start about what both farmers want to achieve by working together.”*