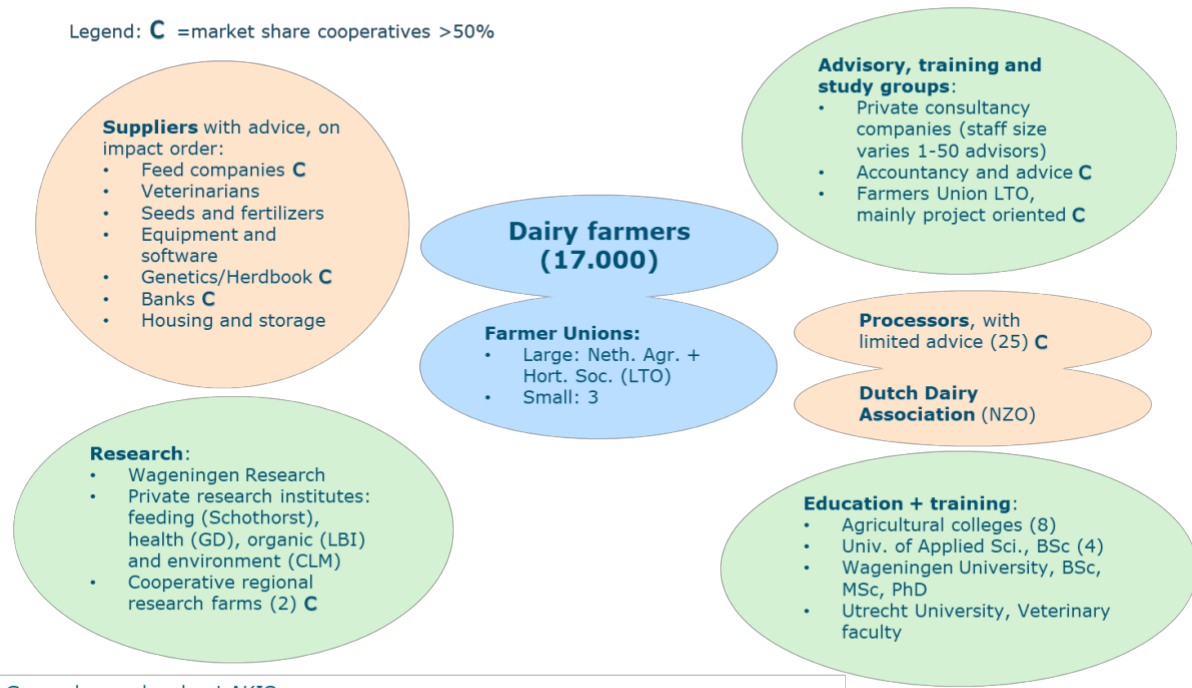


# NDA The Netherlands

## AKIS Organisation – Dairy - The Netherlands

Legend: **C** =market share cooperatives >50%



### General remarks about AKIS:

- Research and advisory are highly privatized
- DairyNL: Interbranch Organisation of Farmers Unions and Dutch Dairy Association
- Main research funders: Government Topsector Funds, Dairy NL, Private companies

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Figure 47. Dairy Agricultural Knowledge & Information System (AKIS) in the Netherlands

The Netherlands has a regional dairy AKIS that consists of 16 members (Figure 48):

- 10 dairy farmers, most are also participating in EU project Climate Care Cattle farming (see map for location)
- 1 from agricultural high school (Aeres Dronten), representing graduation about entrepreneurship.
- 1 from feed company ForFarmers
- 1 Veterinarian, representing a group of veterinarians (Veerkracht group)
- 1 from accountancy Accon AVM
- 2 from private advisory group: PPP Agroadvies, 3D Aggradvies

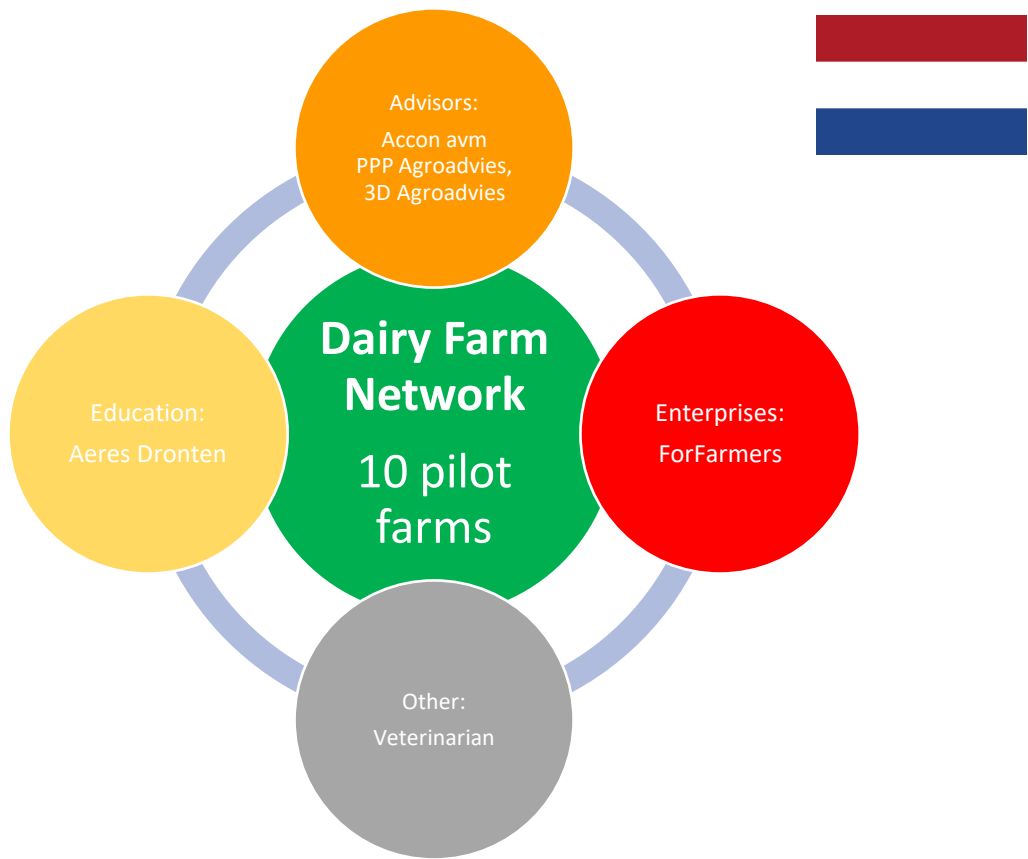


Figure 48. The regional dairy AKIS of the Netherlands consists of 10 pilot farms and 5 non-farmer institutions each with their own expertise.

Below, each member will be described into more detail.

## Pilot farms

The ten pilot farms are spread over the Netherlands and are depicted in Figure 49.



Figure 49. Location of the 10 pilot farms in the Netherlands.

1. Research Farm de Marke (Hengelo)
  - Volume of milk production:  
800.000 litres per year
  - Dairy cows:  
80
  - Reason to include this farm:  
Many innovations on precision farming in field and cattle, digester, different crops.  
Nature farming on dry sandy soil. Good example to reduce emissions and leaching of nitrogen.

2. Pieter Koonstra (Vinkenbuurt)
  - Volume of milk production:  
700.000 litres per year
  - Dairy cows:  
92
  - Reason to include this farm:  
Freewalk housing system with wood chips bedding, automatic feeding system, own concentrates (sugar beets). Making freewalk cheese. An innovative farmer
3. Wim van Tilburg (Siddeburen)
  - Volume of milk production:  
1.200.000 litres per year
  - Dairy cows:  
129
  - Reason to include this farm:  
Focus on longevity cows and a low-cost self-supporting system for feed, energy and advice. Making plan for production of hydrogen for himself and neighbours
4. Marco Vlaming (De Waal on island Texel)
  - Volume of milk production:  
550.000 litres per year
  - Dairy cows:  
125
  - Reason to include this farm:  
Freewalk housing system with artificial floor that separates faeces and urine. Organic farmer with focus on different crops and soil management
5. Marcel Grondman
  - Volume of milk production:  
2.140.000 litres per year
  - Dairy cows:  
230
  - Reason to include this farm:  
Focus on sustainable farming. Was involved to supply milk for making Ben & Jerry ice. Cubicle housing system with sand bedding and rubber floor. Will increase grazing and feeding fresh grass.
6. Peter van Roessel (Haarsteeg)
  - Volume of milk production:  
650.000 litres per year
  - Dairy cows:  
60
  - Reason to include this farm:  
Low emission floor type that separates faeces and urine. Making faeces stackable by mechanical separation. Burning methane coming from storage urine and liquids in bag. He combines his farm with care farming.
7. Stefan Kohne
  - Volume of milk production:  
1.100.000 litres per year
  - Dairy cows:  
104

- Reason to include this farm:  
Freewalk housing system with wood chips bedding. Much focus on good manure and soil management and low protein feeding.
8. Mts van der Vliert
- Volume of milk production:  
1.300.000 litres per year
  - Dairy cows:  
115
  - Reason to include this farm:  
Grassland rotation with arable farmers. Just started with grazing
9. Stan Bosman
- Volume of milk production:  
900.000 litres per year
  - Dairy cows:  
100
  - Reason to include this farm:  
Innovative farmer. Working on idea to catch air from manure storage and stable to filter in a field filter by connecting air pipe with water infiltration system in grassland.
10. Auke Tseard Jongbloed
- Volume of milk production:  
1.400.000 litres per year
  - Dairy cows:  
150
  - Reason to include this farm:  
Focus on reducing protein in diet. Combining grazing and fresh grass feeding in stable.

## Non-farmer stakeholders

### Education:

1. Aeres Dronten

Represented by Erik Hassink from Aeres High school Dronten.

The course on entrepreneurship aims to produce resilient students who take pride in the industry and move with what is happening in society. In addition to livestock subjects, students are trained primarily in communication, sustainability and presentation.

### Advisory services:

1. Accon AVM

Represented by Lubbert van Dellen.

He is the director of Accon AVM which is an ambitious advisory and accounting organization, with some 45 offices throughout the Netherlands. He is very involved in the agricultural sector, especially with dairy farmers and arable farmers. He likes to share his specific knowledge, combined with his huge network and experience, both with agro-entrepreneurs and other clients in food&agri, his advisors, directors of multinationals and national politicians. Always with the interests of the sector in mind.

2. PPP Agro advies

Represented by Barend Meerkerk.

He is advisor management & strategy in the Dairy sector and is Teamleader of the privatized extension team PPP Agroadvies. In the all-round guidance of dairy farmers, He brings knowledge and insights from the many national and regional projects in which he is involved. Those projects focus on making dairy farming more sustainable, closing cycles, subsidence and adaptive agriculture. His drive is to connect research and practice. So that governments and research institutions are fed by questions and feedback from practice. And vice versa, the dairy farmers are always up to date with current knowledge and innovations.

3. 3D Agroadvies

Represented by Andries Jan de Boer.

He and his partner are private advisors who can deliver high quality of advice by using a wide network of experts. With a large network in the dairy business, He is always well informed about the latest developments. Besides being a consultant, he also runs his own dairy farm. His specializations are preparing business plans and guiding study groups. He is appreciated for his knowledge of processes within the dairy farm and his critical view on financial results. He also chairs a study club of large-scale dairy farmers with 100 participants. This group discusses the future of dairy farming twice a year for two days and is strongly oriented to developments abroad.

### Enterprises:

1. ForFarmers

Represented by Johan Temmink.

He is specialist nutrient management. For example, he supports a network of farmers towards a farming system without use of synthetic fertilizers. ForFarmers is based in Lochem and is an internationally operating feed company that provides complete feed solutions for the livestock industry. With annual sales of approximately 10 million tons of animal feed, ForFarmers is the market leader in Europe. The company operates in the Netherlands, Belgium, Germany, the United Kingdom and Poland.

## Other:

### 1. Veterinarian

Represented by Erwin de Heer. He started his veterinary career at a specialized farm animal clinic “t Groene Hart” in the Midwest of the Netherlands. During that period, he gathered deep interest in dairy cow nutrition and the complex interactions of grazing healthy cows with their environment. Since June '18 he started as a freelance dairy consultant with a special focus on farm data-analysis, nutrition and agronomics. He is also secretary of the group of veterinary practices called “De Veerkracht (Resilient cows)”.

## Facilitation methods

### What have we done?

On November 25<sup>th</sup>, 2021, a first meeting was held at which an inventory was made with 11 dairy farmers and 4 advisors of:

1. Alternative terms for resilience.
2. Expected major changes in the next 10 years that call on the resilience of the sector.
3. Adaptations that dairy farmers can make to increase resilience.

After the major changes had been listed under 2, an inventory was made to get a more insight into the adaptations that dairy farmers can apply to become more resilient. This was done through raising on the key question and the sub-questions in this context:

What adaptations are needed to make the company resilient to the big changes?

1. Level of entrepreneur / dairy farmer
2. Farm level: agricultural, technical, economic and knowledge
3. Cooperation in the chain

At all three levels mentioned in this text box, adaptations have been inventoried. These adaptations are then clustered within overarching themes. After the adaptations had been inventoried, the 13 participants then assessed them on importance for increasing the resilience of dairy farms. The participants were able to indicate this again with a score of 1 (not important) to 5 (very important).

The second meeting was on 23rd June 2022. At this meeting with 6 Dairy Farmers and 1 from Education we made an inventory of solutions and prioritized 20. We made a short description of each solution with advantages and disadvantages.

### What was easy?

The members of the group had a good idea about the meaning of resilience and could easily mention big changes and solutions. With Mentimeter we could quickly prioritize them.

### What was difficult?

The first meeting some could not come because of the Covid situation. The second meeting it was difficult to find a date all members could come. Sometimes it is hard to make needs and solutions more concrete. Some solutions are more technical subjects, others are more about entrepreneurship and the mindset of the farmer.