

# Review of the implementation of EU-FAS policy in Member States of EU- Austria

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## I- Executive summary

Farm extension services look back on a long tradition in Austria. They are a key to attaining the goals of Austria's agricultural policy and are thus subsidized from public funds for a long time. With the aim to preserve and support Austria's small-scale agriculture and forestry with its high share of family farms, the system of "official counselling" emerged and is persisting ever since. The aim of this system is to provide basic services for the vast majority of farmers in Austria through comprehensive, country-wide and affordable advice and support measures. The Chambers of Agriculture have been the backbone of this system for decades. In Austria, the EU Farm Advisory System is operating within a wider overall framework of delivering advice and promoting knowledge and innovation at farm level. Since its introduction in 2007 it is integrated with pre-existing advisory system of the nine Chambers of Austria, which are providing the mandatory advice on Cross-Compliance relevant issues in line with EU regulation 1306/2013; and since 2017, following a public tender procedure, in cooperation with BioAustria in the field of organic agriculture.

In Austria, Cross-Compliance is considered as a cross-cutting issue and treated as such in the advisory system. Cross-Compliance relevant content is also dealt with together with technical issues in six out of 10 thematic priorities with the system. Additionally, thematic priority no. 10 focuses solely on CC and GAEC issues and renders the mandatory FAS advice. For the delivery of the Farm Advisory System service providers mainly refer to existing and traditional methods, which comprise face-to-face, group meetings and trainings. Innovation primarily took place in the field of training, which is also considered as the most effective method. The Farm Advisory System brought about a range of new products reflecting the importance of Cross-Compliance. While no target group has been defined, CC-relevant content has been increasingly discussed within the scope of consultation on traditional farming issues as well as business plans and operational concepts in recent years. The integration of Cross-Compliance and the Farm Advisory System into existing structures and consulting products is seen as a sound approach, which was in the interest of all stakeholders and helped the attainment the goals of Austria's agriculture policy.

The effects of the Farm Advisory System are generally positive, even though they are difficult to quantify. The main benefit of the FAS was its contribution to raise farmers' awareness on the effects of their farming practices related to the environment, food safety and animal health/welfare. To some extent FAS helped to further the professionalization of the extension system in Austria.

The relevance and the impact of the FAS are described as insignificant and negligible, both for the immediate target group and the wider group of stakeholders. Overall, the effects of the FAS on Austria's advisory system are considered low. This report provides a picture of the present status of the implementation of the EU-FAS in Austria and its key features. It describes the entities delivering

advice, provides information on its financing and control mechanisms, and informs on the target group, methods used and topics covered.

## II- Extensive description of the implementation of the EU-FAS in Austria

### A) Introduction – General overview about the EU-FAS implementation

Agriculture and forestry play an important role in Austria's historical and cultural tradition. While their immediate contribution to the economy is rather small, agriculture is an important sector nonetheless due to its relevance and linkages to other economic activities generally enjoying high public sympathy.

The Austrian Government pursues a socio-ecological agriculture policy and is committed to fostering its multifunctional role. Advisory services are playing an important role in this policy. Broad consensus exists, that efficient agricultural advisory services are a decisive competitive factor for Austrian agriculture and forestry in coping with challenges and change processes. Hence, public support is intended to promote high-quality, neutral and cost-effective advisory services that can be used by all agricultural and forestry holders in Austria within a reasonable geographical distance.

The Ministry of Sustainability and Tourism defines the goal of the Austrian advisory system as the "nationwide, affordable and cost-effective provision of advisory services by neutral and independent providers covering a wide range of topics and support diversity and multi-functionality of the Austrian agriculture and forestry".

The Federal Government has subsidized the advisory work of the Chambers of Agriculture, which rests on a legal mandate, for decades and based on a service agreement ("Beratervertrag"). Between 2014 and 2016, 433.000 consultancy hours per year were funded with federal means, which are roughly 40% of the total hours the Chambers delivered.

In Austria the Farm Advisory System was introduced on 1 January 2007 pursuant to EU Regulation 1782/2003 and is integrated into pre-existing advisory systems ever since. A set of legislative acts have been enacted, which gave the Federal Ministry of Agriculture, Forestry, Environment and Water Management<sup>1</sup> the responsibility for overseeing the implementation of this regulation and for the coordination and monitoring of the FAS (managing authority).

In the period of 2007 – 2016 the Ministry designated the Chambers of Agriculture with the management of the FAS as part of the "Beratervertrag" which incorporated the FAS into their pre-existing system, procedures and services. As of 2017 the Chambers are implementing the FAS based on service concession contracts for advisory services, partly in a consortium with BioAustria. The contracts were awarded by the Ministry following an open public tender procedure for the period 2017-2021. While only national funding was used to finance advisory services until 2016, as from 2017 also funding under the Austrian Programme for Rural Development 2014-2020.

In Austria, contrary to other EU member states, neither specific objectives were assigned to the FAS nor a specific scope, themes, actions, or functions were defined. Due to its integration into the advisory system of the Chambers, implementation of the Farm Advisory System and mandatory cross-compliance requirements follow pre-existing rules, procedures and services and are thus comprehensively covered. Traditional methods were and are used to provide FAS services and some

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<sup>1</sup> as from 8. January 2018 Federal Ministry of Sustainability and Tourism

new products explicitly addressing Cross-Compliance were developed to respond to specific demands (see Chapter 4 Attributes).

The importance of the Farm Advisory System in Austria can be considered as minor, likewise its impact on existing structures or stakeholders. Both its introduction and implementation did have only little effects on systems and structures already in place. Nevertheless, in the course of its implementation the FAS eventually gave rise to some changes to the existing advisory systems and support structures. In the first period the FAS was regarded as a burden as no value to existing systems, services or products was added in the eyes of many stakeholders. However, the FAS did bring about some improvements over time with respect to products, qualification requirements of advisors and farmer's attitudes. In combination with the Cross-Compliance criteria the FAS helped to increase awareness of farmers with respect to environmental issues and documentation requirements. Overall, neither the functioning of the existing extension system and farm advisory services nor the role of the main service providers, the Chambers of Agriculture, were affected by the FAS.

## B) "Boundaries" of the implementation of the EU-FAS regulation

In Austria agricultural law is considered a cross-sectional issue. The competence in this area is therefore split between the federal government and the provinces ("Länder"). By constitutional provision the implementation of the EU's Common Agricultural Policy is assigned to the federal government represented by the Ministry of Sustainability and Tourism.

The Austrian Government has implemented the EU regulations, delegated regulations and implementing regulations relevant for the Farm Advisory System<sup>2</sup> into specific national legislation.

The rules in the area of direct payments can be found in the following federal laws and regulations<sup>3</sup>:

- Marktordnungsgesetz 2007 - MOG 2007 and the Marktordnungs-Überleitungsgesetz (BGBl. I Nr. 55/2007); federal acts on the Implementation of the Common Market Organisations and Direct Payments.
- AMA-Gesetz 1992 (BGBl. Nr. 376/1992); federal act on the Establishment of the "Agrarmarkt Austria" Market Organisation.
- Landwirtschaftsgesetz 1992 – LWG (BGBl. Nr. 375/1992); federal law specifying measures to ensure food security and the maintenance of an area-wide, efficient rural agriculture.
- Direktzahlungs-Verordnung 2015 (BGBl. II Nr. 368/2014); the regulation on direct payments which includes, inter alia, schemes on the basic premium scheme, the greening payment, the payment for young farmers, optional coupled support and details on the small producers scheme.
- Horizontale GAP-Verordnung (BGBl. II Nr. 100/2015); the horizontal CAP regulation applies to aid applications submitted for the calendar years from 2015 onwards. This regulation specifies the procedure, the submission of applications and the implementation of measures in the integrated administration and control system (IACS), the technical details on cross-compliance and on farm advisory services. In addition, specifications are made for the possible outsourcing of paying agency tasks of the AMA to other institutions.

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<sup>2</sup> EU Regulation 1306/2013 (640/2014 and 809/2014) and EU Regulation 1307/2013 (639/2014 and 641/2014)

<sup>3</sup> Further details on these laws and regulations are available in German language on the website of the Ministry of Sustainability and Tourism: [https://www.bmnt.gv.at/land/direktzahlungen/dz\\_rechtsinfo.html](https://www.bmnt.gv.at/land/direktzahlungen/dz_rechtsinfo.html)

EU regulation 1305/2013 is implemented through a special directive (ordinance) specifying the implementation of the programme for rural development 2014-2020 (RDP):

- Sonderrichtlinie der Bundesministerin für Nachhaltigkeit und Tourismus zur Umsetzung von Projektmaßnahmen im Rahmen des österreichischen Programms für ländliche Entwicklung 2014-2020 „Sonderrichtlinie LE-Projektförderungen“ (BMNT-LE.1.1.1/0116-II/2/2018)

Four institutions assume responsibilities in the implementation of Farm Advisory System relevant acts and corresponding tasks.

By constitutional provision the implementation of the EU's Common Agricultural Policy is assigned to the federal government, i.e. the Ministry of Sustainability and Tourism. In accordance with Article 66 of Regulation (EU) No 1305/2013 the Ministry is also the managing authority responsible for the efficient, effective and orderly management and implementation of the LE 1420 programme. The Federal Minister of Agriculture, Forestry, Environment and Water Management issues ordinances to support the implementation of EU law, and, with respect to the implementation of the service contracts for advisory services, also in charge for checking and approving the progress of FAS implementation.

Agrarmarkt Austria (AMA), the designated market organisation, is functioning as paying agency and inspecting the fulfilment of Cross-Compliance obligations on-site. AMA is also providing guidance to farmers on Cross-Compliance on the AMA Website and in a series of fact sheets<sup>4</sup>.

The Chambers of Agriculture, a semi-public organisation with a legal mandate to provide farm advisory services and BioAustria, a non-government organisation, both contractors of the Ministry of Sustainability and Tourism, are implementing the FAS services.

Since the introduction of the Farm Advisory System in 2007 the nine Chambers of Agriculture are entrusted with its implementation, which merged the FAS with their pre-existing advisory systems. The FAS is not facing any limitations nor is its implementation restricted. In line with the general principles of the Austrian advisory system, the FAS is available country-wide and services and products are made available to all farmers and (which by law are also members of the Chambers). Likewise BioAustria is providing FAS services in the framework of its existing advisory system.

In Austria, Cross-Compliance is considered a cross-cutting issue. Hence, the mandatory provision of CC-relevant issues as stipulated in EU regulation 1306/2013 is integrated into products addressing six out of 10 thematic priorities<sup>5</sup>. The mandatory CC issues are thus well covered (see table 1). In addition, thematic priority 10 “Landwirtschaftliche Betriebsberatung” explicitly focuses on Cross-Compliance and GAEC related topics. For that purpose the chambers (and to a minor extent also other organisations, such as AMA) developed a range of products (see Chapter 4 “Attributes”).

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<sup>4</sup> <https://www.ama.at/Formulare-Merkblaetter#332>

<sup>5</sup> 1. Construction, agricultural engineering, 2. Consulting on EU and national subsidies, 4. Organic agriculture, 5. Renewable raw materials, environment, climate, energy efficiency, 6. Food security, food quality, diversification, and 7. Forestry.

Table 1 Coverage of mandatory and optional FAS topics

<b>Scope of EU-FAS</b>		<b>Chambers of Agriculture *</b>	<b>Bio Austria **</b>
<i>Mandatory</i>	<b>(a) CROSS-COMPLIANCE</b> <i>Standards for Good agricultural and Environmental Conditions (GAEC)</i>	X	x
	<b>(b) PRACTICES BENEFICIAL FOR THE CLIMATE AND THE ENVIRONMENT</b> <i>(chap. 3 – Reg. No 1307/2013)</i> <i>Crop diversification, Permanent Grassland, Ecological areas</i>	X	x
	<b>(c) FARM MODERNISATION, Competitiveness, Market, Entrepreneurship</b>	X	x
	<b>(d) WATER DIRECTIVE</b> <i>Article 11(3) of directive 2000/60/EC</i>	X	x
	<b>(e) PESTICIDE DIRECTIVE</b> <i>Good practices for pesticide use &amp; Integrated pest management. Article 11(3) of Directive 2000/60/EC and article 14 of directive 2009/128/EC</i>	X	x
<i>Optional</i>	<b>(a) DIVERSIFICATION OF ECONOMIC ACTIVITIES and conversion of farms (to organic farming??)</b>	X	X
	<b>(b) RISK MANAGEMENT</b> <i>Vis-à-vis natural disasters; catastrophic events, animal &amp; plant diseases</i>	x	x
	<b>(c) AGRI-ENVIRONMENTAL SCHEMES &amp; ORGANIC FARMING</b> <i>Articles 28(3) and 29(2) of Regulation No 1305/2013</i>	X	X
	<b>(d) INFORMATION related to CLIMATE CHANGE, BIODIVERSITY, WATER</b>	x	x

\* Topics are directly addressed are marked by “X”, those which covered in the context of other topics by “x”

\*\* Cross-Compliance issues are integrated into to the work of BioAustria on organic agriculture

FAS support in Austria is solely geared towards agricultural and forestry holdings which comprise privately owned family-run farms and foresters and cooperatives. Enterprises, i.e. legal persons established according to corporate law, as well as agricultural workers are not addressed.

In 2018 of the 162.018 farms, 36% were in full-time employment and 55% were in part-time employment (total working time of the couple of farm owners above or below 50%), i.e. around 91% of the agricultural and forestry farms in Austria were run as family farms. The remaining 9% were cooperatives or legal entities.

In the run-up to FAS introduction in 2007 trainers and advisors as well as farmers were trained and informed on Cross-Compliance. In 2005/06 around 90.000 Cross-Compliance training files were distributed (in front of the background of around 150.000 submitted requests) of which approximately 80.000 went directly to farmers. Ever since the methods and products for CC have developed further.

By default, all holdings receiving direct payments are in the focus of FAS advice. In Austria specific target groups for FAS support were not identified but priority was given to holdings in environmentally sensitive areas and holdings with high stocking density in the first year of FAS introduction. Also holdings with a share of direct payments higher than average were specifically informed in the beginning. Young and new farmers setting up a first farm (or taking existing ones over) are in the focus for years, and are introduced into mandatory cross-compliance issues in the scope of assistance provided for the development of business plans and operating concepts. In line with EU Regulation 1782/2003 special attention is given to holdings who receive more than Euro 15.000 of direct payments per year.

In Austria, contrary to other EU member states, neither specific objectives were assigned to the FAS nor a specific scope, themes, actions, or functions were defined. Due to its integration into the advisory system of the Chambers, implementation of the FAS followed existing rules and procedures.

### C) “Identity” of the suppliers selected for the implementation of the EU-FAS regulation

With the introduction of the Farm Advisory System on 1 January 2007 in Austria the 9 Chambers of Agriculture were assigned with its implementation in the context of an existing agreement (“Beratervertrag”), which was renewed repeatedly until 2016. Following a public tender procedure in 2016 the Chambers are implementing the FAS as part of the service concession contracts for advisory work for the period 2017-2021. The thematic priority organic farming is implemented in a consortium with BioAustria. While only national funding was used to support advisory services until 2016, as from 2017 also funding under the Austrian Programme for Rural Development 2014-2020 is provided for the first time to finance personnel costs of service providers.

The nine **Chambers of Agriculture** are the legal representatives of farmers and foresters in Austria. According to the Austrian Federal Constitution, the responsibility for the Chambers of Agriculture lies with the individual provinces, each of the nine provinces has her own independent Chambers of Agriculture. On federal level the Presidents' Conference of the Austrian Chambers of Agriculture acts as umbrella organisation (= Austrian Chamber of Agriculture).

Traditionally the Chambers have always been the first port of call for farmers seeking support. According to an impact analysis carried out in 2012 the Chambers accounted for 78% of all contacts farmers had with advisory organisations. 9% of advice was provided by professionals, such as veterinarians, accountants or lawyers, and 6% by agricultural input providers. Farmer organisations, breeder and producer associations, organic farming organisations, certification bodies and research institutes accounted for the remaining 7% of all contacts.

The nine Chambers are operating a total of 75 local Chambers, are mobilising a total of ± 2000 persons and around 900 advisors. The Chambers receive compulsory membership fees of the farmers and financial support from Federal and Provincial Governments.

The main functions of the Chambers are: (i) representing their members' interests and (ii) providing services to their members, which include advisory services and supporting farmers in the preparation of their requests for subsidies incl. their subsequent handling. The provision of advisory services, which is based on a legal mandate, is financially supported by the Federal Government ("Beratervertrag"). Farmers receive general advice free of charge (directly subsidised by the Government). For some specialised services the Chambers either charge a small fee or the full costs.

The Chambers of Agriculture have been the backbone of the Austrian AKIS for a very long time offering a wide portfolio of services and products. In 2011 the Chambers rendered around 1.130.000 hours of support and advice in 833.000 cases, in 2018 900.000 hours were provided.

Under the umbrella of the Chambers of Agriculture several sub-organisations are operating: the Institute for Further Training in Rural Areas (Ländliches Fortbildungsinstitut, LFI), the project and business support unit (LK Projekt GmbH) and the rural youth and rural women's associations. The LFI is the biggest adult training centre in rural areas. It carries out around 14.000 courses with over 300.000 attendees every year, cooperates with European projects and is involved in regional development activities. The LFI and the Chambers are cooperating closely in the development and organisation of trainings, curricula, products and material.

**BioAustria** is one of the largest organic associations in Europe with 12.500 members throughout Austria. Bio Austria's goal is the sustainable development of organic agriculture and the securing of sales markets for organic food. In addition, it conducts public relations and lobbying work. The organisation advises the members in all questions related to organic production. In addition, a comprehensive range of training courses in the field of organic agriculture is established and offered in all nine Austrian provinces. Its members have committed themselves to five values for their products: Ecology, animal dignity, research and innovation, fair prices and "organic food culture".

The association has around 12.500 members and 360 cooperating companies. Approximately 100 employees work at state or federal level, 14 members make up the executive board. There are office locations in Vienna and Linz. BioAustria represents about 60% of Austria's 21.000 organic farmers with a total turnover of about Euro 300 million, making it one of the largest organic associations in the EU.

The association defines its own guidelines, which go beyond the requirements of the European Union. Products that comply with these guidelines can be labelled with the association's organic seal, the BioAustria logo.

National regulation does not provide for a specific definition of advisory services (as an activity) neither of suppliers of advisory services. However, the regulation set down eligibility and selection criteria which had to be fulfilled by bidders participating in the open public tender procedure (see chapter 2.3. Control).

Major differences of FAS implementation between the two periods (2007-2012 and 2013-2018) were not identified. While the introduction of FAS and CC (and its coupling with direct payments) in 2007 did pose challenges for the involved institutions, as new rules, processes and procedures had to be implemented, the second generation (as from 2013) did not bring about mayor difficulties since the system and content remain unchanged for the most part. Developments could be observed with regard to advisory products which were – and still are – continuously developed and improved since the introduction of FAS.

## D) “Control” of the quality of the services implemented under the EU-FAS regulation

Controlling and monitoring are key management tasks. With regard to the implementation of the Farm Advisory System monitoring and control falls under the responsibility of the Ministry and the chambers and is carried out on three levels: the monitoring of advice at farm holding level, the monitoring of the advisory organisations (the Chambers of Agriculture and BioAustria) and the system’s overall performance.

Implementation of farm advisory services was tendered by the Ministry for the very first time in 2016 for the period 2017-2021, and awarded to the Chambers of Agriculture<sup>6</sup> (and in a consortium of the Chambers and BioAustria for the thematic priority organic farming) for a period of 5 years.

The tender defined 10 lots and thematic priorities respectively (see Annex 1), and an additional one for the management of the contracts (lot 11) contracted to the Austrian Chamber of Agriculture. Furthermore, it defined minimum and maximum consultancy hours for each thematic priority, the total available funding and the hourly rate. EU-FAS and Cross-Compliance are covered by these thematic priorities in two ways. On the one hand lot 10 solely focuses on and addresses FAS and CC. On the other, Cross-Compliance related issues are subject and part of consultancies and products rendered in course of six out of 10 lots. As a cross-cutting issue CC is thus part of the whole advisory framework<sup>7</sup>.

In line with the special directive<sup>8</sup> the tender defined requirements with respect to the resources of the applicant including qualified staff, administrative and technical facilities, advisory experience and reliability. The tender also defined the scope of services, thematic priorities, methods and hourly rates:

- Authority according to commercial law for the execution of advisory services
- Certified quality management system for consulting (ISO 9001)
- An existing and comprehensive portfolio of advisory services
- Professionally and methodically qualified advisors
  - o Technical:
    - a qualification awarded by a relevant higher vocational school or
    - a course of study at a university of applied sciences or
    - a university of applied sciences
  - o Methodological:
    - Bachelor's degree in Agricultural and Environmental Pedagogy or
    - University course in Counselling and Adult Education or
    - Equivalent training elsewhere or
    - Competence assessment

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<sup>6</sup> Technically a consortium of the Austrian Chamber of Agriculture and the nine Chambers of Agriculture of the Federal States have been awarded with the implementation of the tendered advisory services.

<sup>7</sup> Lot 4 organic agriculture was awarded to a consortium of the Austrian Chamber of Agriculture and the nine Chambers of Agriculture of the Federal States and BioAustria.

<sup>8</sup> Sonderrichtlinie der Bundesministerin für Nachhaltigkeit und Tourismus zur Umsetzung von Projektmaßnahmen im Rahmen des österreichischen Programms für ländliche Entwicklung 2014-2020 „Sonderrichtlinie LE-Projektförderungen“ (BMNT-LE.1.1.1/0116-II/2/2018)

- No conflicts of interest and independent advice
- Electronic performance recording system
- Mandatory ongoing training of advisors of at least 25 hours per year

As requirements for advisors and expectations from clients have increased notably in the recent past threshold for advisors' minimum qualifications were stipulated in the tender. In order to enhance the proficiency of advisors a roadmap with regard to their qualification level was agreed in the service contracts. For the calendar years 2017 to 2019 at least 50 % and from the calendar year 2020 onwards at least 75 % of the subsidised consultancy services must be provided by consultants meeting the qualification requirements (code 1) set out in the special directive. The required competences of other counsellors (code 2) providing subsidised counselling services must be proven by methodological trainings of at least 32 teaching units.

34 accredited institutions are providing courses which can be enrolled to acquire the mandatory training in an amount of 25 hours per year stipulated in the special directive.

For the selection of FAS advisers no formal accreditation procedure is followed. Advisors fulfilling the above mentioned technical and methodical requirements are entitled to render consultancy with respect to FAS and CC. 178 persons were registered as FAS advisers in the Chambers and BioAustria and thus practicing CC advisory at the time of writing this report.

Service providers receive subsidies for personnel costs only if the advisory work rendered

- had a direct reference and immediate relevance to a client using a prescribed method
- addressed an issue or problem under one of the 10 thematic priorities
- was provided by an advisor meeting the mentioned qualification requirements

Consulting methods with a direct reference to a client include:

- Individual consulting (e.g. telephone, office, on-site, in written form, plan production, insofar as this activity still falls under the regulated business of management consulting)
- Group consulting, taking into account the situation of the individual persons
- Excursions, inspections for consulting purposes
- Preparation and follow-up of consulting measures
- Collecting data, calculation work

The delivery of advisory services is continuously recorded and reported by the Chambers and BioAustria, both on case level and through annual reports.

The following documentation has to be produced and maintained in order to provide the required evidence for proofing the delivery of services:

- Consulting services of less than two hours: documentation in the electronic performance recording system and reference number of the client
- Consulting services exceeding two hours: documentation in the electronic performance recording system, written record documenting the services, reference number of the client and confirmation by the client

Annual advisory reports have to be submitted to the Ministry by 30 April each year. To oversee the implementation of the Farm Advisory System joint planning and control meetings between the Ministry and contractors are organised annually.

Both contractors, the Chambers and BioAustria, are operating a quality management system (ISO 9001) and an electronic performance recording system, which were included as selection requirements in the open tender procedure.

An important element of the quality management system are product master sheets which lay down the key points for consulting and educational products (“Produktstammbblatt”), e.g. product manager, the service providers and target group, service description, goals, main topics, available material for the client, related educational and consulting products, process descriptions for service provision, qualification requirements, etc. Both organisations operate such sheets for every product and have assigned product managers to administer and update those sheets, as well as to ensure their dissemination within the organisation and the training of responsible advisors.

System controls include on-the-spot checks by the payment agency Agrarmarkt Austria, which assesses the performance and effectiveness in the course of regular monitoring, the evaluation of various reports and through client surveys (validity checks). A handbook with check-lists for the control staff was prepared as a tool for checking of compliance of advisory services during on-the-spot checks. It contains instructions and the indicators to be verified for each of the Annex III SMRs and the Annex IV GAEC standards.

In 2017, Agrarmarkt Austria inspected around 17.000 holdings and issued 12.958 inspection reports on Cross-Compliance matters, out of which 1.333 focused on “the protection of waters from nitrate pollution”. According to AMA, most objections concern issues related to the storage of farm manure, documentation of nitrogen fertilizer, and the storage and documentation of pesticides.

No relevant differences with respect to control and monitoring mechanism between the first and second period of Farm Advisory System implementation were found.

## E) “Attributes” of the services implemented under the EU-FAS regulation

In Austria, the Farm Advisory System and its services are based on the pre-existent extension system of the Chambers and are intimately interwoven with their structures and services. It is for this reason that existing standard methods are used to discuss and disseminate Cross-Compliance relevant issues and deliver FAS advice. The FAS did not bring about new ones.

The most commonly and frequently used methods include one-on-one advice either face-to-face or via telephone and email. Also group advice rendered during meetings at the farm and excursions proves useful to address CC-relevant issues. Videos are often recorded at these meetings and made available online for distance learning. Web-based products available online, such guidelines and check-lists, test for self-evaluation, allow a flexible access and are thus increasingly sought in recent years.

Novel and innovative methods have especially emerged in the field of training. Like other online courses webinars allow access independent from time and place. So called farminars are held on-site, broadcasted live and thus accessible for a much larger group of participants.

For the training of advisors new resources on FAS and CC were developed: a training module incl. training material and several online resources.

Publications and articles with CC relevance are placed in the periodically chamber newspapers “Der Bauer” with 40.000 prints per edition.

Trainings and information events have proved to be the most effective method to convey CC and GAEC relevant issues. This applies to both trainings for farmers and further trainings for concerned staff of advisory organisations. At these events new trends, innovation and regulatory changes are discussed. The Chamber’s advisors (and INVEKOS staff) are regularly trained on existing and new Cross-Compliance content in particular in trainings on funding requests which farmers prepare annually for a number of measures.

With regard to the content each of the nine Chambers prepared new products (between 1 and 4 per province) which explicitly focus CC and GAEC issues (see annex 2). The list in annex 3 exemplary presents a selection of these products. In addition, to reflect the importance of Cross-Compliance existing products on technical issues<sup>9</sup> were modified and adjusted and now include references to this subject.

Contrary to other EU member states, where advisor networks were formed, no new networks were created in Austria. Those which have existed prior to FAS implementation are still persisting.

In Austria 918 consultants are currently providing agricultural counselling in the context of the service agreement with the Ministry, out of which approx. 80% are rendering CC-relevant advice. This is a sharp increase compared to around 120 consultants involved in CC counselling in 2005. In 2018, 178 consultants were accredited to deliver services explicitly addressing Cross-Compliance in the consulting area 10 “Agricultural Business consulting”.

The inclusion of explicit requirements for continued training of FAS advisors in the tender triggered a process to enhance the proficiency levels of advisors within a number of years. On the one hand, advisors need to demonstrate a minimum level of methodological skills. On the other further training targets based on minimum thresholds must be completed per year. In 2018 this target was fulfilled with around 225 hours of attended training.

## F) “Financing” of the services implemented under the EU-FAS regulation

The Federal Government has supported the work of the Chambers with subsidies to personnel costs for decades. Under the service agreement 2014-2016, the Chambers of Agriculture received a subsidy of around 8 million per year (8.21 million in 2016). As described in Chapter 2.1 Boundaries the mandatory Farm Advisory System was incorporated into the existing advisory system of the Chambers with its introduction in 2007, and is a separate thematic priority in the current service agreement (no. 10).

Since 2017 agricultural and forestry advisory services receive support from the Austrian Programme for Rural Development 2014-2020 (RDP) in addition to national means. A total of 8.5 million are available per year for ARGE LK Beratung (association of all Chambers of Agriculture) and ARGE Bioberatung (consortium of the Chambers of Agriculture and Bio Austria) which come from RDP (5.06

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<sup>9</sup> such crop agriculture, animal farming, animal health, feeding, organic farming, orcharding, viticulture, vegetable farming, construction, stable building, soil, plant protection, fertilisation, soil protection, water protection, food safety, documentation, etc.

million) and national sources (3.44 million). With this subsidy almost 300.000 consulting hours are subsidized per year.

The utilisation of EU means for advisory work was secured in 2016 due to a revision of the RDP 2014-2020 when 25.51 million were allotted to Measure 02 “Advisory services, farm management and farm relief services” for the remaining the period 2017-2020 (see table 2). The largest share (25.37 million) of the funding is allocated to M02.1 to help agriculture and forestry holdings to benefit from the use of advisory services. Only a very small part is dedicated to M02.3 to support the training of advisors. Table 2 also illustrates the share of Austria’s national contribution to M02.1 and M02.3 measures, which are provided by both the federal state and the provinces (according to cost sharing provisions stipulated in the Austrian agricultural law).

**Table 2 Budget allocation Measure M02 (August 2019)**

		<b>Total</b>	<b>EU RDP</b>	<b>National</b>	<b>Federal state</b>	<b>Province</b>
		a=b+c	b	c=d+e	d	e
Measure M02						
Advisory services, farm management and farm relief services		25.511.530	12.963.347	12.548.183	7.528.910	5.019.273
Sub-Measure						
M02.1	Support to help benefit from the use of advisory services	22.050.000	11.204.416	10.845.584	6.507.350	4.338.234
	a) Agriculture					
	b) Forestry	3.321.530	1.687.792	1.633.738	0	653.495
M02.2	Support for the setting up of farm management, farm relief and farm advisory services as well as forestry advisory services	-	-	-		-
M02.3	Support for training of advisors Entities providing the advisor training	140.000	71.139	68.861	41.317	27.544

Out of 25.37 million a total of 20.24 million is allocated to extension services for the period 2017-2020, and used to subsidize the services of ARGE LK Beratung and ARGE Bioberatung. As in the past, this contribution is dedicated solely to cover personal costs.

It is important to highlight that M02 funding, just as national means, are used as a contribution to personnel costs incurring from the advisory work of the contractors as defined in the terms of references of the tender, which lay down thematic priorities, consulting methods, minimum and maximum hours for each thematic priority and the hourly rate. The Farm Advisory System is integrated and covered by the work of the consortia in two ways: as a thematic priority on its own (no. 10), and as a cross-cutting issue in 6 further thematic priorities.

The financing rate for FAS/CC consulting delivered under thematic priority 10 is 100%. When FAS/CC issues are covered in one of the other 10 priorities (as a cross-cutting issue) the contribution from the RDP 2014-2020 is defined by costing keys ranging from 5-30% reflecting the proportion and importance of FAS/CC in a product. According to the special directive FAS and CC advice (under lot 10) is reimbursed in an amount of 100% and thus free of charge for the clients. Support rendered under the other 9 lots is financed with 80% of the eligible costs.

Incurring costs from advisory work are financed according to the following breakdown:

- EU co-financing (Art. 15, RDP 2014-2020, M02): consulting with direct customer reference → 5.06 million per year, funding rate: 80% (FAS/CC 100%)
- National funding (Ministry): Support measures (preparatory work, publications, coordination, etc.) → 3.44 million per year, funding rate: 80%

The support rate for M02 ranges from 50% to 100% for different cost components up to the maximum rate set by the EU Rural Development Regulation. As explained above Under M2.1 Austria provides between 80% and 100% of eligible costs. Under M2.3, 100% of the costs for development of advisor training programmes are eligible, but only 50% of the costs of delivery of the advisor training.

In contrary to other EU members states the available M02.1 budget was not distributed between the mandatory and optional objectives defined in EU regulation 1305/2013 Art. 15.

P1 “Knowledge transfer & innovation” of Austria’s RDP 2014-2020 is considered a cross-cutting priority, thus no budget is allocated to this priority. The understanding exists that the budget under Priorities 2 - 6 contributes to the achievement of Priority 1 targets (see table 3).

**Table 3 Allocation of M02 funding from the RDP 2014-2020 according to priorities (August 2019)**

P1	P2		P3		P4	P5					P6
1	2A	2B	3A	3B	4	5A	5B	5C	5D	5E	6A
-	4.231.384	362.690	604.484	120.897	2.417.934	120.897	604.484	846.277	241.793	362.690	3.049.820
-	32,6%	2,8%	4,7%	0,9%	18,7%	0,9%	4,7%	6,5%	1,9%	2,8%	23,5%

In accordance with the EC regulation 1305/2013 the support per case is capped at a maximum of Euro 1.500 per advice under M02.

In general, advice related to the Farm Advisory System and Cross-Compliance, as most products delivered by the organisations, is free of charge and available to all farmers and foresters. In cases where farm specific problems are discussed a small fee or flat rate (usually between Euro 10 and 20) can be charged as cost compensation. For most trainings a small fee is also collected. Participation by farmers is voluntary.

As implementation of M02.1 did not start until 2017 first payments were made only in 2018. Compared with the target value defined in the RDP 2014-2020 the approved amount of 25.5 million constitutes 110.6% of the target value.

### III- Effectiveness of EU-FAS

#### A) Facts and figures about EU-FAS implementation

In Austria, the Farm Advisory System is well-embedded in broadly-based agriculture and rural advisory. These services are carried out by the nine Chambers of Agriculture, a membership association, which is owned and administrated mostly by farmers, and BioAustria, a non-profit organisation. Certainly, these services are supported by state aid from the Ministry of Agriculture and Forestry and provincial governments.

In most cases Cross-Compliance related matters do not claim to be a subject of its own. Cross-Compliance is mostly covered in the scope of advice, training and information on other issues and topics, e.g. in the areas of construction, soil protection, animal husbandry, feeding, plant cultivation, food safety, and, above all, management and business consulting. This circumstance makes quantitative and qualitative recording, analysis and evaluation difficult.

Analysing the efficiency of the FAS concerns the relationship between the various resources employed in pursuing an objective and the results obtained. The factual costs incurred in relation to FAS (administrative costs for the country and the costs for the farmers) would have to be compared to the identified benefits from FAS. However, data is not available to permit an estimation of the costs incurred by Austria for the establishment and implementation of its system with an adequate level of precision. On the other hand expected and real benefits from the FAS could only be surveyed in a qualitative way.

In general, impact and effectiveness of counselling services and education can mostly not be seen immediately, but only be observed after some time. In addition, as an array of other factors are influencing decision making processes an direct effect of advice is difficult to identify. A measurement of the effects in tangible and physical terms is also very difficult. Correlating cases where advice on CC-relevant matters was rendered with sanctions imposed by AMA could be a way to estimate the effects of a service in that context.

Despite the scarce information available it is believed that the costs for setting-up the FAS in Austria were modest overall. This is explained by the fact that the FAS was integrated into a comprehensive advisory system already operating for a long time. Overall, the costs incurred for running the FAS are mainly linked to co-funding of the advice. Management costs are negligible.

Overall, relevance and impact of the Farm Advisory System in Austria are considered very low. In front of the background of a historically broad and well-functioning farm extension system operated by the Chambers of Agriculture one has to understand and recognize the fact, that the FAS did not render a relevant contribution to the fulfilment of CC objectives and matters of public interest.

In 2018, a total of 18.400 hours (approx. 9.600 hours LE and approx. 8.800 hours national counselling promotion) were delivered in the scope of six thematic priorities which covered Cross-Compliance as a cross-cutting matter<sup>10</sup> which resulted in approx. 76.300 contacts. This includes 3.800 consulting hours with explicit Cross-Compliance focus resulting in approx. 4.900 contacts and reaching out to 3.195 holdings.

According to the service contract the financing for these 3.800 hours is shared between EU and national funding (Measure M02.1 of the RDP 2014-2020: 2.111 hours, national funds: 1.697 hours). In sum, 50.525 contacts on Cross-Compliance related issues were made (and another 25.000 participants in further training measures). No data is available to break the contacts down into cases.

The target values set for priority 2 in the RDP Programme 2014-2020 give an indication of the total number of beneficiaries receiving advisory support under Measure M02.1 until the end of the programming period:

1. Priority 2A: 52.150 persons
2. Priority 2B: 4.470 persons

The beneficiaries of M02.1 supported services don't differ from traditional beneficiaries of advisory service. Financial support from M02.1 is not limited to a specific group target but intended to assist all active farmers. This is put into practise by the Chambers and BioAustria which are servicing all farmers to the same extent.

The methods and products used in the delivery of advisory services is described extensively in Chapter 2.4 "Attributes".

The contribution of EU funding under the RDP Programme as from 2017 heralded a new area for advisory services, much more than the introduction of the FAS back in 2007.

## B) In-depth analysis of one domain

In order to estimate the effects and impact of the Farm Advisory System two domains of application, pesticides and water, were assessed qualitatively.

The new Nitrates Action Regulation and Programme, which came into force on 1 January 2018 and are based on the Nitrates Directive EU 91/676, and the Water Framework Directive contain fundamental provisions for farmers. Their content is thus an important subject for advisory organisations and integrated into a number of advisory products and services.

As agricultural production systems which conserve and protect soil and water resources in a sustainable way are in the interest of the public, the federal governments have financed and initiated

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<sup>10</sup> 1. Construction, agricultural engineering, 2. Consulting on EU and national subsidies, 4. Organic agriculture, 5. Renewable raw materials, environment, climate, energy efficiency, 6. Food security, food quality, diversification, and 7. Forestry.

specific support activities to this end. In the early 2000s the “Boden.Wasser.Schutz.Beratung”<sup>11</sup> was established as a non-profit organisation in Upper Austria by the federal government and the Chamber of Agriculture. Since 2011 that programme is operated under the sole leadership of the Chamber. Hence minimum requirements on the handling and application of fertilisers and farm manure, issues related to plant protection etc. are addressed by the chambers, and since recently by BioAustria, already well before the introduction of the FAS. Participation of farmers in that programme has always been voluntarily.

With regard to plant protection, the use of pesticides, etc. the Chamber and BioAustria are offering a number of products with direct relevance, e.g. plant protection, plant production, pastureland, etc.

Specific advice on sustainable use of natural resources and the protection of soil and waters is currently included in lot 5 “Renewable raw materials, environment, climate, energy efficiency”. Advice is focusing on problem areas in the south, northeast and east of Austria which are characterized by a high degree of agricultural activity and low precipitation. In 2018, 880 consulting hours were directly delivered to clients, out of which 30% are considered FAS/CC relevant according to the costing key.

Overall, the chamber’s mandate to pay more attention on cross-cutting issues, such as environmental protection and the efficient use of energy, is to a great extent fulfilled by “packing” them into business management consultations, as explained in chapter 2.4. This also applies for issues related to pesticides usage and sustainable water management.

In front of this background the common view, which is shared among most stakeholders, is that the effects and contribution of the FAS with respect to application of pesticides and protection of surface and ground waters is - if at all - small, more likely non-existing.

The high rate of participation of farmers in voluntary agri-environmental measures in the framework of the ÖPUL programme, whose standards often exceed the scope and targets of Cross-Compliance, is an indicator for the strong awareness for nature and resource protection among farmers. Moreover, it is another reason for the overall good condition of soil and waters and the high compliance with relevant rules in these fields.

As discussed in chapter 3.1. the impact of measures and their effectiveness can often not be demonstrated immediately. Last but not least this is also the case for surface and ground waters, which are influenced by a number of other factors, such as precipitation and the fact that ground water often take a very long time to renew itself.

## IV- Discussion

In Austria, the Farm Advisory System is operating within a wider framework for delivering advice to farmers and promoting knowledge and innovation at farm level. From day one the FAS is integrated into the pre-existing farm advisory system of the Chambers of Agriculture. This path was deliberately chosen in 2007, the year of FAS introduction, when the Ministry included CC/FAS issues as a mandatory thematic priority into the existing service agreement with the Chambers. This approach is still followed

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<sup>11</sup> <https://www.bwsb.at/>

when the implementation of advisory services was awarded to the Chambers and BioAustria following a public tender procedure.

The Chambers and BioAustria have been providing extension services for decades in an efficient and effective manner. Both their clients as well as a wider circle of stakeholders value their work and achievements. The quality of the services and products delivered is acknowledged, as well as their ability to innovate and adapt in front of the background of changing trends and new challenges.

The introduction of the Farm Advisory System in 2007 marked a milestone in Austria's extension. Its integration into existing systems was a smart and reasonable decision, which allowed a swift launch of the FAS and thus the fulfilment of legal requirements. It furthermore meant that available resources were used in the most effective and efficient manner. Certainly, its integration also challenged the involved institutions, which was not an easy task in view of the complexity of the legal background, but accomplished in a satisfactory manner. Ever since implementation of the Farm Advisory System is ongoing well and smooth.

The advisory system has also seen changes which, however, cannot be attributed to the Farm Advisory System, but are linked to changes in the framework conditions and context, i.e. new technical achievements and trends, such as the Internet and web-based communication tools, new thematic priorities, changes in public support and funding schemes, etc.

In sum, the integration of Cross-Compliance and the Farm Advisory System into existing structures and consulting products was a smart decision and in the interest of both the public and the farmers. On the one hand this approach helped to fulfil the EC's requirements, on the other it rose awareness and interest on side of the farmers triggering them to act. In the Austrian context presenting CC-related topics, which are isolated from a technical subject, would not be as effective.

The system of "official counselling" is a key to maintaining a small-structured agriculture and forestry with a high share of family farms which is dominating in Austria. The aim was and is to provide a basic service for the majority of farms and not a special advisory service for a few economically highly effective holdings. This basic service is made possible through the cooperation of the Chamber of Agriculture and BioAustria with its sub-organisations and is achieved through considerable official financial support (from federal and provincial sources). In the Austrian context this is regarded as the only feasible way to promote issues of public interest, such as nature and climate protection, agri-environmental measures and mandatory Cross-Compliance issues.

For a very long time Austria's agricultural policy is putting strong emphasis on issues such as environmental care and public/animal/plant health and animal welfare. Austria introduced the agri-environmental programme in 1995. And many advisory services and products therefore deal with environmental issues long before the introduction of Cross-Compliance.

This is one of the reasons for the initial aversion towards Farm Advisory System. In the eyes of many farmers the FAS did not add value since it did not bring about tangible changes or improvements for the clients. CC and FAS were seen as a strain creating administrative work and keeping farmers from doing "real work".

Respondents however added that the initial reservations of the clients towards Cross-Compliance in its early days have subsided due to the good quality of the advisory activities provided by the Chambers. Soon it became clear that the efforts needed to fulfil Cross-Compliance requirements are comparatively low in Austria because farms have already achieved high compliance levels with

respective due to their participation in the agri-environment programme ÖPUL, which also contains various provisions similar to CC in some of its measures. Consequently CC and FAS implementation proceeded well, which is confirmed by the low number of repayment claims (reductions in the single farm payment) during AMA inspections.

Overall, the establishment of CC and FAS is now seen by most experts as a right and important step towards the implementation of sustainable land management and the safeguarding of financial solidarity between taxpayers/consumers and farmers. Many respondents believe that the Farm Advisory System did play a role in the gradual professionalization of the extension system and of advisors in Austria, which was observed in the past years. It was also mentioned, that the Cross-Compliance should be further developed, however, as current standards are rather low.

Following a period of high intensity of explicit Cross-Compliance advice in the first two years requests and activities declined swiftly and continues to remain low. As a result advice on cross-compliance is now delivered largely in combination with technical and other matters requested by the client, either in one-to-one consultations (on the farm, via telephone or electronic communication) or in the framework of training measures.

Based on their experience respondents believe that Cross-Compliance issues, such as all matters of public interest, are more likely to arouse the farmer's interest and trigger commitment and engagement when embedded into advisory activities and products which are linked with other technical issues. It is understood that advice primarily geared to serve public interest with "little" importance to the client will seldom result in actions by the farmer.

While the FAS did not leave relevant marks in the advisory system in Austria, other events did, primarily the open public tender procedure in 2016, which marked a paradigm shift. For the first time advisory services were awarded in a transparent and competitive way. The tender led to a professionalization of advisory services and altered work relations with both the contracting authority and clients. Particular changes include:

3. The operation of a quality system for counselling by the advisory organisations,
4. More checks and audits from the contracting authority and other bodies, incl. evaluation through client surveys,
5. More intensive and direct relation with the clients,
6. Minimum thresholds for advisors qualifications, and minimum hours of continuous training of advisors per year,
7. Increase of administrative work through additional administrative procedures, e.g. case documentation.

The view is shared that the professionalization brought about the following tangible results:

8. Clients are in the driving seat: request for advice and definition of the content are increasingly steered by the clients,
9. Chambers are reacting more quickly to changes in demand and trends, and are developing new products and seizing those which see diminishing requests,
10. improvement of the quality of service provision, e.g. through the possibility to access the advice history and study the content of previous contacts ,

11. improvement of the image of advisory services as a whole, and in particular an increase of image and respect vis á vis advisors,
12. enhanced appreciation and satisfaction of services by clients.

The following negative effects and developments were mentioned, which again cannot be directly attributed to CC/FAS and of EU-FAS:

13. The daily routines have changed, as administrative burden (for controls, records, advice) has greatly increased due to the requirement to document each case, support external audits, etc.

Difficulties in the implementation of the EU-FAS, challenges and risks:

- There is a risk that the compulsive character of the Farm Advisory System drives some farmers out of business. In particular small farmers may find understanding and complying with the regulation especially hard. It is important to note that in many cases the application of Cross-Compliance provisions involve costly investments which (small) farmers may not be able to afford.
- Due to the complexity of SMR and GAEC standards and the large number of topics it's nearly impossible for a single advisor to possess the knowledge to cover all of them. In most cases several advisors (for plant and animal production and other questions) need to be called upon. This demand for expertise hampers the application of SMR and GAEC issues and results in costs for both farmers and advisory organisations which, as it has been repeatedly voiced, are a major problem of implementing the FAS.
- Cross-Compliance is a complex matter, which touches many topics. Keeping advisors and material up-to-date is a challenge. Advisory organisations are incurring costs from the further training needs of their staff which is both a requirement and a necessity. In the training of advisors multipliers (trainers) play a key role in disseminating (new) CC-relevant content.

#### General observations

14. Due to the fact that FAS is completely interwoven into the advisory system of the agricultural Chambers also implementation follows their usual practises and standards. The introduction of FAS did not bring about any new advisory methods, change the nature of interaction between advisors and clients, nor were any new networks or linkages created.
15. In contrast to the term FAS, which is barely known among farmers, Cross-Compliance is a well know concept. This includes the necessity to comply with a set of mandatory legal standards. The efforts needed to ensure compliance seems to be seen as high by the majority of the farmers. Moreover the implication of an infringement of these standards is often not understood in full, especially the possibility of sanctions, such as repayments, which may be imposed by AMA.
16. The additional burden that Cross-Compliance imposes on agricultural holdings seems to be justified in view of the high level of public support and the fact that CC means having to comply with existing legislation to a large extent.
17. Cross-Compliance relevant contents are discussed within the scope of the consultation for the preparation of an operational concept and business plan, particularly when such concepts are prepared for the first time. Most useful methods are the farmer's self-evaluation based on checklists for a range of topics and one-to-one advice, as well as annual information campaigns on funding requests and trainings (in groups) on specific technical issues.
18. In general, no mayor differences between 1<sup>st</sup> and 2<sup>nd</sup> generation of FAS were observed. Other developments, such as the use of EU funds to subsidize advisory work, had much greater impact.

19. An evaluation of the results of on-the-spot checks by AMA and identification of areas where rate of compliance with rules is high and low could produce useful insights. Future measures should then focus on the latter, i.e. problem areas.

## Factsheet about FAS assessment in Austria

### Some Key facts about CAP implementation in Austria (2018)

- Number of farmers in the country.....	<b>162.018 farmers</b>
- Share of 2 <sup>nd</sup> pillar in CAP expenditure.....	<b>45%</b> (resp. 61,5% if national contributions are included)
- Share of Knowledge measures (M01&M02) in the 2nd pillar of CAP.....	<b>1.79%</b>
- Planned expenditure per farmer (M01&M02).....	<b>n.a.</b>

### Some Key facts about the implementation of the EU-FAS in Austria

#### Pillar one (Regulation n°1306/2013)

##### *Level of application*

Regional  National

##### *Domain selected for the EU-FAS regulation*

##### **Mandatory**

- Cross-compliance
- Payment for environment & climate
- Modernisation
- Pesticides directive
- Water directive

##### **Optional**

- Diversification
- Risk management
- Organic
- Information on climate

##### *Types of suppliers accredited*

##### *Indicate the type of suppliers accredited*

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li><input type="checkbox"/> Private independent consultant/firms</li> <li><input type="checkbox"/> SME or start-ups</li> <li><input type="checkbox"/> Public extension organisation</li> <li><input type="checkbox"/> NGO</li> <li><input type="checkbox"/> Charities</li> </ul> | <ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> Chambers of Agriculture</li> <li><input type="checkbox"/> Farmers' rings or associations</li> <li><input type="checkbox"/> Farmers' cooperatives</li> <li><input type="checkbox"/> Private firms or retailers (inputs/outputs)</li> <li><input type="checkbox"/> Bookkeepers</li> <li><input type="checkbox"/> Other (specify).....</li> </ul> |
|--|---|

##### *Method required for advisory services*

<input type="checkbox"/> One to one on the farm <input type="checkbox"/> One to one outside the farm <input type="checkbox"/> Small group advice on the farm <input type="checkbox"/> Small group outside the farm	<input type="checkbox"/> Telephone helpdesk <input type="checkbox"/> General information via Internet <input type="checkbox"/> Publication (paper copies) <input checked="" type="checkbox"/> No requirement
<b>Conditions required to be accredited for advisory organisation</b>	
<input checked="" type="checkbox"/> Competences of advisors <input checked="" type="checkbox"/> Training of advisors <input checked="" type="checkbox"/> Data base	<input type="checkbox"/> Networks <input checked="" type="checkbox"/> Monitoring of advice activities <input type="checkbox"/> Knowledge platforms
<b>Target public (categories of farmers or farm workers)</b>	
Target group specified..... <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Farms with more than 15000 € direct support <input type="checkbox"/> Smaller farms..... <input type="checkbox"/> Other farms' criteria .....	<input type="checkbox"/> Zoning criteria..... <input type="checkbox"/> Other criteria.....
<b>Pillar Two</b>	
Use of measure M02..... <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
Number of beneficiaries...n.a.....	
Average expenditure per farmer...n.a.....	
Domain selected <input checked="" type="checkbox"/> Cross-compliance <input checked="" type="checkbox"/> Payment for environment & climate <input checked="" type="checkbox"/> Modernisation <input checked="" type="checkbox"/> Pesticides directive <input checked="" type="checkbox"/> Water directive <input type="checkbox"/> occupational Health <input checked="" type="checkbox"/> Farms setting up for the first time	

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## List of interview partners

<b>Name of organisation (D)</b>	<b>Name of organisation (E)</b>	<b>Website</b>	<b>spoken with</b>	<b>Email</b>
Bundesministerium für Nachhaltigkeit und Tourismus	Ministry of Sustainability and Tourism	www.bmnt.gv.at	Franz Paller	franz.paller@bmnt.gv.at
Bundesministerium für Nachhaltigkeit und Tourismus	Ministry of Sustainability and Tourism	www.bmnt.gv.at	Thomas Neudorfer	thomas.neudorfer@bmnt.gv.at
Bundesministerium für Nachhaltigkeit und Tourismus	Ministry of Sustainability and Tourism	www.bmnt.gv.at	Markus Hopfner	markus.hopfner@bmnt.gv.at
Bundesministerium für Nachhaltigkeit und Tourismus	Ministry of Sustainability and Tourism	www.bmnt.gv.at	Thomas Ochsenhofer	thomas.ochsenhofer@bmnt.gv.at
Universität für Bodenkultur	University of Life Science	www.boku.ac.at	Stefan Vogel	stefan.vogel@boku.ac.at
Landwirtschaftskammer Niederösterreich	Chamber of Agriculture of Lower Austria	www.lk-noe.at	Johann Schlöglhofer	johann.schloegelhofer@lk-noe.at
Landwirtschaftskammer Steiermark	Chamber of Agriculture of Styria	www.lk-stmk.at	Fritz Stocker	fritz.stocker@lk-stmk.at
Landwirtschaftskammer Oberösterreich	Chamber of Agriculture of Upper Austria	www.lk-ooe.at	Franz Forstner	franz.forstner@lk-ooe.at
Landwirtschaftskammer Oberösterreich	Chamber of Agriculture of Upper Austria	www.lk-ooe.at	Christian Krumphuber	christian.krumphuber@lk-ooe.at
Landwirtschaftskammer Niederösterreich	Chamber of Agriculture of Lower Austria	www.lk-noe.at	Andreas Schlager	andreas.schlager@lk-noe.at
Landwirtschaftskammer Österreich	Agriculture Chamber of Austria	www.lko.at	Florian Herzog	f.herzog@lk-oe.at

LK-Projekt	LK-Projekt	<a href="http://www.lk-projekt.at">www.lk-projekt.at</a>	Daniela Morgenbesser	<a href="mailto:daniela.morgenbesser@lk-projekt.at">daniela.morgenbesser@lk-projekt.at</a>
Bio Austria	Bioverband Österreich, Dachorganisation	<a href="http://www.bio-austria.at">www.bio-austria.at</a>	Christa Größ	<a href="mailto:christa.groess@bio-austria.at">christa.groess@bio-austria.at</a>
Landwirt	Farmer		Gottfried Rögner	
Landwirt	Farmer		Wolfgang Gössinger	

## Annexes

### A) Thematic priorities

- 1 Construction, agricultural engineering**
- 2 Consulting on EU and national subsidies**
- 3 Strengthening entrepreneurial skills
- 4 Organic agriculture**
- 5 Renewable raw materials, environment, climate, energy efficiency**
- 6 Food security, food quality, diversification**
- 7 Forestry**
- 8 Improvement of competitiveness
- 9 Legal, tax and social security issues
- 10 Agricultural business consulting (EU-FAS/Cross Compliance)**
- 11 Consulting management (only national subsidies)

(in bold: thematic priorities integrating and covering Cross-Compliance matters as a cross-cutting issue)

B) List of Chamber's products solely focusing on Cross-Compliance and GAEC

<b>Federal State</b>	<b>Product / topic</b>
Burgenland	Cross Compliance im Pflanzenbau
	Cross Compliance in der Tierhaltung
Carinthia	CC und GLÖZ
	CC-Check Bau und Technik
Lower Austria	Cross Compliance – Pflanzenbau und Tierhaltung
	Veterinärangelegenheiten
	Nährstoffberechnung
Upper Austria	Cross Compliance
	CC-Check für viehstarke Betriebe
	CC und ÖPUL Düngedokumentation
	BWSB Cross Compliance
Salzburg	Cross Compliance
	Fachexpertise Cross Compliance
Styria	Düngeplan für Einzelschlag / CC-spezifische Beratung
	Düngeplan Gesamtbetrieb / CC-spezifische Beratung
	Düngeplan Landwirtschaft und Umwelt / CC-spezifische Beratung
	Ausgleichszahlungen CC Boden, CC Pflanzen, CC Tiere
Tyrol	Cross Compliance-Beratung (Grundberatung)
Vorarlberg	Tierschutz

	CC-Cross Compliance Beratung inkl. GLÖZ
Vienna	Allgemeine Grundberatung Cross Compliance

## C) Examples of products addressing Cross-Compliance and GAEC

### **Advisory products**

Cross-compliance: <https://ooe.lko.at/cross-compliance+2500+1739132?env=cmVpdGVyPWFsbCZjdD00JmJhY2s9MQ>

CC and ÖPUL Documentation of farm manure and fertilizers: <https://ooe.lko.at/cc-und-%C3%B6puld%C3%BCngedokumentation+2500+2313519>

### **Web articles concerning Cross-Compliance and GAEC**

<https://ooe.lko.at/gl%C3%B6z+2500+2481240>

<https://ooe.lko.at/gl%C3%B6z-auflagen-einhalten+2500+2874082> incl. Video

New GAEC standard as from 1. January 2019: <https://noe.lko.at/cross-compliance-anderweitige-verpflichtungen-neuerung-ab-1-1-2019+2500+2907180>

### **Facts sheets, self-checks, and check lists**

Documentation of CC and GAEC requirements: <https://www.lko.at/aufzeichnungsverpflichtungen-unbedingt-einhalten-und-aktuell-f%C3%BChren+2500+2790678>

Documentation pesticide application – CC rules: <https://noe.lko.at/dokumentation-pflanzenschutzmitteleinsatz-cc-bestimmung+2500+2708829>

CC-check for animal farms : <https://www.bwsb.at/?+CC-Check+fuer+viehstarke+Betriebe+&id=2500%2C%2C1786678%2C>

AMA Fact sheet Cross-Compliance 2019 (March 2019): <http://www.ama.at/Formulare-Merkblaetter#332>

### **Training courses and information campaigns**

CC-Vorbereitung auf Kontrollen in der Rinderproduktion (3 hours): <https://ooe.lfi.at/cc-vorbereitung-auf-kontrollen-in-der-rinderproduktion+2500+1555903+++2013569>

Soil practitioner training «Bodenpraktiker für das Ackerland »

Soil quality

Hygiene course milk

Excursions

... and attached as separate files.