

Review of the implementation of EU-FAS policy in Member States of EU-Spain

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I- **Executive summary**

On a yearly basis, INTIA develops an Advisory Action Plan for the provision of advisory services to farmers as advisory body appointed by the Government of Navarra in the frame of the 2014-2020 RDP co-funded by EARDF.

During 2018, INTIA has provided advisory services to the members of 50 agricultural cooperatives, comprising a total of 7,044 farmers registered in the Register of Agricultural Holdings of Navarra (REAN), of which more than 2,500 directly access the advisory service. INTIA has also advised 312 individual farmers in open-air agriculture, 106 greenhouse farmers, 1,408 farmers and 31 cooperative or agri-business technicians.

II- **Extensive description of the implementation of the EU-FAS in Spain (region Navarra)**

A) [Introduction](#) - General description of the implementation of the EU-FAS

INTIA provides advisory services to farmers who carry out their activities in the Autonomous Region of Navarra, advising both farmers working outdoors and under cover (greenhouses) as well as dairy cattle, bovine, sheep, pig, equine, rabbits as well as wild livestock farmers.

In the 10 areas mentioned below, INTIA provides the advisory service, extending the activity from the diagnosis of the situation to the proposal and implementation of improvements and covering, as a minimum, one of the areas described in Annex 1.

It is important to bear in mind that INTIA has been carrying out the function of impartial public advice for the past 40 years, being therefore a highly consolidated service highly appreciated by farmers. The main strength of the service is in the technical and economic assessment of the production processes of crops and livestock, taking into account existing legislative frameworks, especially in relation to conditionality and the CAP.

B) “Frontiers” of the implementation of the EU-FAS regulation

INTIA is the public advisory entity of regional character, for the farms in the region of Navarra, recognized in Article 4 of Provincial Order 222/2014, of July 4, of the Ministry of Rural Development, Environment and Local Administration of the Government of Navarra.

The target audience of INTIA's advice is every farmer and owner of a farm registered in the Land Registry of Navarra, whom can voluntarily access the advisory services. The modality of access to advisory services may be by specific topics or under regular consultancy, being the decision of the farmers free to choose the type of modality. Farm advisory services should help farmers assess the performance of their farm and determine the necessary improvements in terms of legal management requirements, good agricultural and environmental conditions, agricultural practices that are beneficial to the climate and the environment set out in Regulation (EU) No 1307/2013 of the European Parliament and of the Council, and measures with regard to farms established in rural development programs and aimed at modernizing holdings, achieving competitiveness, sectoral integration, innovation, market orientation and the promotion of entrepreneurship. During the previous period of the CAP, the advisory service was implemented by INTIA (formerly ITG Agrícola and ITG Ganadero) through a package of services offered to potential users. However, the plan did not have the expected take-up and was not used by the farmers, without actually being implemented.

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

Public advice to farms is provided in the Autonomous Region of Navarra through the Navarra Institute of Agricultural Infrastructures and Technologies, S.A. (INTIA, S.A.). INTIA is the only advisory organisation accredited by the Government of Navarra to perform the advisory service. The service is aimed at all farms and agricultural and livestock companies in Navarra and its objective is the improvement of farms based on management and knowledge of production techniques. INTIA presents annually an "Advisory Action Plan" in accordance with Measure 2 "Advisory service, management and replacement of agricultural holdings" of the Rural Development Plan of Navarra 2014-2020. In section 3.1.4, the RDP sets out the requirement for beneficiaries to submit an "Annual Plan" comprising the planned advisory activities, as well as the technical and administrative staff, material resources available and budget for its implementation.

| | |
|---------------------------|---|
| Planning | ✓ Annual / pluriannual plans for area management, sowing, fertilization, livestock management, waste management, etc. |
| Advisory and consultation | ✓ Production techniques, market orientation, regulation, etc. |

| | |
|----------------------------|--|
| Measurement and monitoring | <ul style="list-style-type: none"> ✓ Monitoring of the result of the recommendations ✓ Supervision of compliance with the set-out plans, health and condition of livestock meat, hygiene pack, warehouses, etc. ✓ Collection and treatment of technical and economic data |
| Evaluation and improvement | <ul style="list-style-type: none"> ✓ Evaluation of results obtained, technical-economic individual analysis and comparison with the group ✓ Season analysis of the different productions ✓ Proposal of improvement objectives and technical and economic actions |
| Seasons | <ul style="list-style-type: none"> ✓ Annual agreement on the most interesting and current/pressing issues for intensification of the advisory service |

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

i) Procedures and selection requirements

The requirements and obligations that INTIA must fulfil for its appointment as public advisory service are the following:

1. Availability of a technical team with university degree in the areas of agronomy and / or veterinary, depending on their field of advice, and in the biological or environmental sciences.
2. Technical staff must accredit a minimum of 3-years’ experience in advisory work. The advisors who work within the framework of the farm advisory system should be adequately qualified and trained periodically.
3. Have in place a user registry system compatible with the integrated management and control system envisaged in chapter II, title V of Regulation (EU) number 1306/2013 of the European Parliament and the Council of December 17, 2013 on financing, management and monitoring of the Common Agricultural Policy.
4. The designated and recognized bodies must refrain from disclosing any information or personal or individual data obtained in the course of their advisory activity to persons other than the beneficiary who manage the affected operation, with the exception of irregularities or infractions found in the course of their activity which, under Union or national law, must be notified to a public authority, particularly in the case of criminal offenses.

For its approval as a public advisory entity by the General Directorate of Agriculture and Livestock, INTIA presents the following documentation:

- a) Organization chart of the service up to the most decentralized level.
- b) Advice plan with indication of the actions for the sensitization of farmers and ranchers and guidance tracking system.
- c) Provision of technical and administrative staff with indication of the matters of responsibility of each person and accreditation of the degree and experience in the field.
- d) Model and system for monitoring the guidelines and self-evaluation of results.

- e) Financial plan including service pricing.
- f) Description of the material equipment that will be available to the entity.

ii) Requirements in terms of service monitoring

The agency responsible for the monitoring of the advisory service in Navarra is the Department of Rural Development, Environment and Local Administration. The Provincial Ordinance 222/2014 regulates that the entities that provide advisory services in the Autonomous Region of Navarra will have the following obligations:

1. Comply with community, state or regional regulations regarding public access to documents and disclosure and information of personal or individual data. In any case, this information will be subject to the provisions of the legislation on protection of personal data.

2. Keep a centralized file for all its activity in the Autonomous Community of Navarre in which the advisory services provided within the scope of this Regional Order are specified and which must have at least the following content:

- Date of each consultation or visit.
- Personal data of the farmer demanding the service.
- Technical data of the farm object of advice and its geographical location.
- Place where the demand is attended, with the indication of the technical or technical advisors.
- Topic of each consultation and recommendation, solution or proposal made.
- Monitoring compliance with the solutions and recommendations provided to the farmer regarding the consultations carried out.
- Hours and costs associated with each assisted operation.
- Invoices and expense justifications that support the expenditure made.

3. Present annually within the first quarter of each year, to the Department of Rural Development, Environment and Local Administration, a detailed report regarding the performance, results, achievements and difficulties related to its advisory work in the previous year. They must also communicate the rates they will apply in the coming year.

4. Attend, at the request of the owners of the farms, inspections carried out by the competent bodies of those activities that have been subject to advice.

5. Provide advisory services with full objectivity and assist as many farmers requests as possible, without any discrimination prevailing.

6. Submit to the controls and verification of technical quality by the Department of Rural Development, Environment and Local Administration.

7. Communicate to the Department of Rural Development, Environment and Local Administration how many circumstances modify the registry cards referred to in article 7.

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

Conditions of the service:

- Service provision contract
- INTIA assigns a reference technician to every associate (individual farmer, cooperative, or agri-industry)
- In cooperatives: weekly presence of the technician at the meeting point
- In individual associates: regular visits to the farm according to the established schedule, in addition to the attention to queries
- In agriculture: the technician regularly visits the area to know the evolution of the crops to be more proactive in a warning strategy to farms.
- The advice is complemented by the use of other means: meetings, talks, brochures, publications, courses, newsletters, whatsapp, emails, SMS messages, etc.
-

Other services:

- Preparation of Classified Activity Files or Basic Projects
- Preparation of feasibility plans and business plans
- Preparation and monitoring of waste management plans
- Program for the control of plant protection treatments
- Accounting and management program
- Accounting advice
- Calibration of equipment: harvest reception, application of plant protection products, seeders and fertilizer spreaders
- Studies of production costs of crops and machinery for cooperatives, CUMAS and farmers
- Services of the “Livestock Cooperative Society of Navarra” for the supply of fodder and straw on the farm
- Milk Quality Advisory Service
- Specific action programs for each cooperative

- **Provider networks:** no regional networks have been created in Navarra given INTIA is the only advisory service. No networks have been implemented at the national level in Spain either. INTIA has participated in the meetings organized by the National Rural Network, although they may be considered insufficient for a good coordination of EU-FAS services. INTIA has a team of about 40-50 technical advisors and the internal dynamics of training and development of skills has significant content. Coordination is carried out by teams of crops and livestock species. The

advisory programs are defined at the teams and a consensus is reached at the beginning of each growing season.

- **Back office, training of advisors, online resources:** there is a continuous training program for technical advisors on the topics of interest at all times, usually technical issues, innovation, economic issues, information on current legislation, environmental aspects, etc. One day a week is reserved for the training tasks of the technicians.

- **Front office, new models of digital advice and transfer of innovation:** efficacy and efficiency in the transfer of knowledge are continuous objectives of INTIA. We are evolving towards advisory models that are integrating digital tools, with greater access to farmers over time. The use of other transfer resources is commonplace, such as meetings, talks, brochures, publications, courses, fact sheets, whatsapp, emails, SMS messages, etc.

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

INTIA implements a mixed financing system of the advisory service, in which half of the service fee is financed by the Rural Development Program of the CAP, as explained above, and the other half is directly paid by those farmers who want to receive the service.

The hiring of the advisory service can be done individually by each farmer, and can also be done collectively, usually through the agricultural cooperatives.

Conditions for the establishment of the fees to be paid by the farmer:

- In agricultural cooperatives: an annual fee is established according to the dedication and the number of hectares of the crops
- In farms "individual members": an annual fee is established according to the number of hectares or the number of livestock heads

III- Effectiveness of EU-FAS

A) Facts and figures about EU-FAS implementation

The following table shows the result of the consultations attended by the total of INTIA technicians over the 2018 growing season, grouped by the areas of action as set out in the Annual Advisory Action Plan. The table shows that the queries related to crop protection, integrated pest management (IPM) and the Sustainable Use of Plant Protection Products Directive are the most significant, representing close to 60% of the total activity.

AGRICULTURE

| SCOPE | ACTIONS | OPEN-AIR | GREENHOUSES |
|-----------------------------------|---|---------------|--------------|
| Legal management requirements | Organic and mineral fertilisation | 429 | 40 |
| | Irrigation | 176 | 10 |
| | Food security, hygiene and traceability | 15 | 28 |
| | Tilling systems and machinery | 197 | 2 |
| Beneficial agricultural practices | Plant material and cultivars | 924 | 49 |
| Farm modernisation | Investments/equipment purchase | 31 | 22 |
| Integrated Pest Management | Crop protection | 6.516 | 449 |
| Organic farming | Organic farming | 232 | 84 |
| Integrated farming | Integrated farming | 5 | 0 |
| CAP | Cross-compliance/CAP | 82 | 1 |
| Development of short value chains | Product quality | 134 | 1 |
| Competitiveness improvement | Crop techniques | 1.092 | 474 |
| | Technical-economic management | 751 | 159 |
| | New technologies | 19 | 6 |
| | Total: 11.928 | 10.603 | 1.325 |

LIVESTOCK

| SCOPE | ACTIONS | DAIRY | BEEF | WILD | SHEEP | PIG | EQU | RABBIT | Dairy quality | Sheep milk quality |
|-----------------------------------|---------------------------------------|--------------|--------------|-----------|--------------|--------------|------------|-----------|---------------|--------------------|
| Legal management requirements | Animal wellbeing | 4 | 2 | 0 | 4 | 1 | 4 | | 241 | 118 |
| | Animal health/biosecurity | 11 | 123 | 6 | 1.503 | 518 | 51 | 8 | 144 | 90 |
| | Food safety, hygiene and traceability | 4 | 25 | 2 | 437 | 8 | 192 | 18 | 244 | 137 |
| Beneficial agricultural practices | Land base planning/pastures | 274 | 106 | 31 | 60 | | 7 | | | |
| Farm modernisation | Investments in physical assets | 107 | 298 | 4 | 352 | 134 | 13 | 0 | | |
| Organic livestock farming | Organic livestock | 7 | 33 | 0 | 52 | 1 | 0 | 0 | | |
| Integrated livestock farming | Integrated livestock | 0 | 0 | 0 | 0 | 1 | 0 | 0 | | |
| CAP | Cross-compliance/CAP | 66 | 236 | 10 | 646 | 0 | 8 | 0 | | |
| Residues and emissions management | Residue monitoring/environment | 98 | 73 | 0 | 67 | 6 | 6 | 0 | | |
| Development of short value chains | Product quality | 0 | 8 | 15 | 82 | 1 | 3 | 2 | | 5 |
| Competitiveness improvement | Feeding | 1.309 | 49 | 0 | 125 | 18 | 2 | 0 | | |
| | Technical-economic management | 322 | 215 | 1 | 325 | 325 | 50 | 15 | | |
| | New technologies | 11 | 4 | 0 | 30 | | 1 | | 2 | 1 |
| | Reproduction/management | 27 | 226 | 3 | 464 | 305 | 428 | 2 | | |
| | Total: 10.967 | 2.240 | 1.398 | 72 | 4.147 | 1.318 | 765 | 45 | 631 | 351 |

B) In-depth analysis of one domain: Integrated Pest Management

In relation to the advice on integrated pest management INTIA is an organisation recognized for the purposes of Royal Decree 1311/2012, of September 14, which establishes the framework for action to achieve sustainable use of plant protection products.

This is the most significant advisory activity of INTIA technicians. Approximately 60% of the total number of consultations attended refers to Integrated Pest Management.

- **Experimentation:** there is a great challenge at this time in this area for all the sectors involved, as the reduction of the use of plant protection products must imply finding other alternative control methods. In order to progress in this area, INTIA carries out a large number of field trials, bringing farmers closer to the solutions proposed at the level of biological control, biotechnological control, preventive measures, cultivation techniques, etc.
- **Training of farmers:** it is necessary to change the current paradigm of chemical control for the new paradigm of integrated management and that is done through courses, talks and demonstrations on the ground.
- **Digital tools:** INTIA has developed a digital tool for the collaborative monitoring of pests and diseases, Agrolntegra. It is a collaborative tool in which farmers and technicians can participate through an accreditation system. This tool allows tracking the main pests and diseases and offering a public warning and alert system when critical situations arise for crops.
- **Informative materials:** information bulletins with information on alternatives to the use of plant protection products, publications in INTIA's technical magazine Navarra Agraria, etc.
- **Personalized advice:** this is the fundamental tool to bring about change. The weekly frequency of technicians' contact with users is very relevant. This model allows us to offer clear messages that, through repetition, progressively sinks in and allow us to move forward.

IV- Discussion

The public advice service carried out by INTIA within the framework of EU-FAS has some characteristics that make it valuable for users; this is shown by the fact that farmers are willing to pay a significant fee for hiring the services.

The main advisory functions can be structured in his/her role as Agricultural Counselor and his/her role as an Innovation Agent, both of which are highly valued by end users.

The advisor as an agricultural and livestock counselor

The personalized technical advice has the function to facilitate access to the Best Available Solution (BAS), based on its economic efficiency and profitability and without producing unwanted side effects in the crop, livestock or environment.

The adviser performs classic functions of attention to the demand of farmers in their usual tasks related to the management of their crops and livestock. These are problem-solving tasks that allow the farmer to access the Best Available Solution at all times.

The triggering element of this service is the decision-making of the farmer at any time of the productive cycle of the crop or livestock breeding. The farmer look for the technician to obtain (i) the information necessary to make the best decision, (ii) the solution itself offered by the technician or simply (iii) confirmation that the decision already made is correct.

The advisor in his/her role as a counselor is characterized by (i) impartiality, lack of commercial interests, objectivity in his/her analysis and resolution of the problem, (ii) on the other hand by his/her professionalism, his own knowledge and access to the team of specialists who supports, with an applied experimentation program; (iii) also because of its proximity, availability and confidence generation. INTIA ensures the three features, being the first two of difficult access for commercial advisors.

It is important to be aware that the role of the advisor as a personalized counselor is in high demand and based on personal trust. This space is occupied in Navarra to a large extent by public technicians of INTIA, and in other Spanish regions it is occupied by commercial agents and agro-industry mainly, which offer confidence to farmers mainly due to their proximity. These are apparently free services, but their cost is linked to the products they sell.

The integral/holistic advice: it has an added value over the technical advice, as it integrates to the latter a holistic vision of the crop and the production system (organic, integrated). The integral advice needs of advisers with a diverse basic training and an agile access to specialized knowledge.

The environmental and legal advice: it seeks to adapt the technical advice to the current environmental requirements, coming either from the regulations in force or from the contracted commercial certification systems. It also involves an effort to adapt to the non-formal rules in force in your community, such as consumer demands.

The technical economic and management advice: it proposes to reach the analysis of technical-economic management of the farm as a whole and support the farmer in making business decisions both at the level of investments and the organization of their activity and management of resources. It requires the use of analysis tools.

The technological advice: in close collaboration with technology companies, the role of the technical advisor is mainly that of a well-informed mediator. It serves as an impartial connection between the suppliers of new technologies and the farmers.

Advisor as an innovation agent

Innovation allows for the improvement of farm profitability by improving productivity, quality, environmental sustainability, resilience, market adaptation, quality of life, reduction of production cost, etc. Innovating means introducing new products, techniques or processes that produce an improvement in the farm.

The skills of the Innovation Agent should mainly be:

- The Innovation Agent assumes a proactive role in relation to innovation.
- The Innovation Agent has the skills to access the sources of knowledge available in the Agricultural Knowledge and Innovation System (AKIS). State of the art in a specific field or in the face of a concrete problem identified by the farmers.
- The Innovation Agent has access to applied experimentation programs that allow the practical comparison of the proposed solutions.
- The Innovation Agent has in the real-scale demonstrations one of the most significant instruments of access to information and generation of knowledge. Digitalization and networks are very practical tools in this respect.
- The Innovation Agent has access to specialized knowledge (specialists/applied researchers) that can support in solving the problems faced in a practical way.
- The Innovation Agent has organizational capacities to build dynamic groups that enable the co-creation of knowledge.
- The Innovation Agent has the capacity to promote the drafting of projects that seek access to financing and research cooperation.

The work of the Innovation Agent is organized through Action Programs with the following fundamental elements:

- A well-defined community of recipients

- Some space-time coordinates of application

- A multi-actor management group

- An Action Plan, with actions in the areas of training, experimentation and demonstration at the network level.

1. Factsheet about FAS assessment in NAVARRA

Some Key facts about CAP implementation in France

| | |
|--|----------------------------|
| - Number of farmers in the Region | 12.836 farmers |
| - Share of 2 nd pillar in CAP expenditure | 36,4% |
| - Share of Knowledge measures (M01&M02) in the 2nd pillar of CAP | 3,4% |
| - Planned expenditure per farmer (M01&M02) | 154,04 euros/farmer |

Some Key facts about the implementation of the EU-FAS in Navarra (Spain)

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

Method required for advisory services

- | | |
|---|--|
| <ul style="list-style-type: none"> <input checked="" type="checkbox"/> One to one on the farm <input checked="" type="checkbox"/> One to one outside the farm <input checked="" type="checkbox"/> Small group advice on the farm | <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Telephone helpdesk <input checked="" type="checkbox"/> General information via Internet <input checked="" type="checkbox"/> Publication (paper copies) |
|---|--|

| | |
|--|---|
| <input checked="" type="checkbox"/> Small group outside the farm | <input type="checkbox"/> No requirement |
| Conditions required to be accredited for advisory organisation | |
| <input checked="" type="checkbox"/> Competences of advisors | <input type="checkbox"/> Networks |
| <input checked="" type="checkbox"/> Training of advisors | <input checked="" type="checkbox"/> Monitoring of advice activities |
| <input checked="" type="checkbox"/> Data base | <input type="checkbox"/> Knowledge platforms |
| Target public (categories of farmers or farm workers) | |
| 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"/> Zoning criteria, No..... |
| <input type="checkbox"/> Smaller farms..... | <input type="checkbox"/> Other criteria, No..... |
| <input type="checkbox"/> Other farms' criteria | |
| Pillar Two | |
| Use of measure M02 <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No | |
| Number of beneficiaries, 8.936 | |
| Average expenditure per farmer, 303,40 € | |
| Domain selected | |
| <input checked="" type="checkbox"/> Cross-compliance | |
| <input checked="" type="checkbox"/> Paiement 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 | |
| | |