



## Training circular agriculture

for growers and farmers

Deventer, 5th of december '19

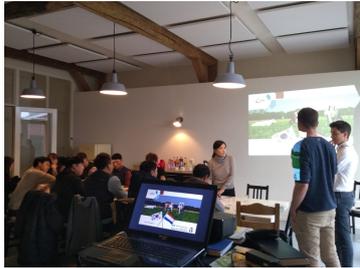
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## 1. Introduction

We, Agriprogress, are proud to present in this flyer our offer for trainings in circular agriculture. In this training a mix of circular agriculture principles, modern farm management and technology has been made. We developed a special training during a week to get an introduction to the principles of circular strategy, technologies and the way in Holland the farmer/grower is managing his/her farm. Recently we organized a study visit for South Korean farmers and growers. The version in this flyer is based on this experience. Remarkable was their interest in circular principles, cow comfort, biogas and data. Both the courses were evaluated as excellent. We believe the farmers and growers learn the most by experience, that is why a lot of visits are included. The final program is determined by the needs of the group, so every study week will be tailor made. In this flyer you see a concept training program.

Agriprogress (established in the East of the Netherlands in the beautiful city of Deventer) is a consultancy and training firm, that is focusing on sustainable agribusiness development in the Netherlands, but also internationally. We support Dutch companies and organizations to develop their business internationally in a sustainable way. We believe in the circular approach for agriculture, are happy our Ministry of LNV wants to promote this.

## 2. Program

		<b>Animal husbandry</b>	<b>Horticulture</b>
Monday	9:30- 13:00	<p>Welcome at Agriprogress training location at circular agriculture farm.</p> <p>Introduction Dutch agriculture, circular agricultural vision and program by Mr. Pieter Helfferich</p> 	<p>Welcome at Agriprogress training location, location depending on specific demands of the group</p> <p>Introduction Dutch agriculture, circular agricultural vision and program by Mr. Pieter Helfferich</p> 
	13:00 - 17:00	13.30 Visits of farms/suppliers	Visits of farms/suppliers
Tuesday 19 November	9:00- 12:00	<p>Start training at training Agriprogress training location in the East of Holland</p> <p>Introduction of the participants, questions and ambitions</p> <p>Key management topics in circular animal husbandry</p> <p>Planning and preparation visits</p> <p>Lunch</p>	<p>Start training at location in the South or West of Holland, depending on the interest</p> <p>Introduction of the participants, questions and ambitions</p> <p>Key management topics in circular horticulture</p> <p>Planning and preparation visits</p> <p>Lunch</p>

	13:00 - 17:00	Company visits	Company visits
Wednesday	9:00- 16:00	<p>Workshop Farm management in praxis</p> <p>All the management topics in dairy farming will be discussed and shown in praxis: youngstock, feeding, calculation of rations, silage making, milk quality, fertility management, breeding, general management, protein from the own region, soils , cow comfort</p> 	<p>Workshop Farm management in praxis</p> <p>All the management topics in horticulture will be discussed and shown in praxis: fertigation, irrigation, human resources, climate control, plant material, pest control, recycling of water, waste reduction packaging, management systems</p> 
<p>The animal husbandry group will stay one day at the farm of our farmer/trainer Tom Lugtenberg, and be introduced in all practical aspects of the keeping of dairy cows. Our trainer Johan Schoenmaekers will train the growers in a greenhouse or evt. in the open field, he has not only a long practical experience in the Netherlands and Spain, but also in Asia. Pieter Helfferich is grown up at the dairy farm and in a greenhouse and has more than 30 years experience in the improvement and development of farms. We are looking forward to meet your group</p>			
Thursday 21 November	9:00-12:00	Wrap-up and workshop Introduction how to improve your profit in a sustainable way?	Wrap-up and workshop Introduction how to improve your profit in a sustainable way?
	13:00 - 17:00	Excursions	Excursions
Friday	9:00- 13:00	Workshop Strategy development in your farm, introduction of circular principles	Workshop Strategy development in your farm, introduction of circular principles
		Lunch	Lunch
	13-16.00	Excursion Evaluation Drink	Excursion Evaluation Drink



### 3. Trainers/experts

Agriprogress is organised via the honey comb structure. We work in a network of high qualified trainers and consultants. Hereafter you find three examples. In our network there is a wide expertise knowhow and technology in dairy, arable, horticulture, meat cattle and poultry chains available.

#### Pieter Helfferich, expert agribusiness development



Pieter Helfferich (1962) has more than 30 years experience with (new) business development in the agri- and foodbusiness, he is the founder of Agriprogress. His background is Wageningen University: Agricultural Engineering and business administration and was grown up in a dairy farm. Pieter has a long experience with the development and improvement of agribusiness companies as improvement consultant, trainer and projectmanager. He worked 5 years as new business developer for ERP in feed and food in the German market (Adifo). From 2002-

2007 he was the director of the farmers- and growersfuture of Holland, the NAJK (young farmers association). Renovated dairy farms and -factories in West Ukraine and developed a soybean oil factory in Ukraine. In 2007 there was the start of the activities in Romania with cofounding a landfund, from 2011-2016 director of 800 ha arable farm and now manager of clusters Holland Dairy House and Holland House of Horticulture. He is the founder and CEO of Agriprogress.

#### Specialisms:

- Project development and management in the agribusiness
- Result improvement in dairy, arable and horticultural farms
- Development of sustainable new business concepts
- Feasibility studies and business planning (including subsidies and financing)

- Coaching of startups, investors, companies and clusters

## Tom Lugtenberg, expert dairy farm development



Tom Lugtenberg (1976) was born on a dairy farm in the East of Holland. He finished his bachelor Zootechnics at Van Hall Larenstein in 1997. After this he became advisor/accountmanager for dairy farms at the Rabobank in Twello. Beside this he became also active at the family dairy farm in partnership with his parents. Since 2010 he is fully in charge. Together with his wife he developed the farm from 60 to 160 mk, including full renovation of the farm. His strategy is to have a solid land base in the region to create circular systems (forage, manure) and to develop together

with nature excellent products. Tom has a lot of experience with agricultural organisations: calf breeding organisation, farmers organisation LTO and with the cooperative Friesland Campina.

### Specialisms:

- dairy farm management
- strategy development and improvement of dairy farms
- business planning and cost price reduction
- farmers organisations

## Johan Schoenmakers, expert horticulture



Johan was born in 1957 in an agricultural family. At a young age he started with horticulture. As teacher horticulture he started in Curacao and later in the south of Holland at vocational colleges. In this way he developed a wide network with growers in the Netherlands, growing in open fields as well in greenhouses. The most important crops he worked with are tomato, pepper, cucumber, leeks and blue berry. The improvement and optimisation of the growing conditions of a healthy and productive crop stays a challenge and is his passion. He continues to learn and deepens his knowledge about modern technologies. Teaching about soil, fertilisation, substrate, climate and plant physiology is a nice way to transfer knowhow. Traveling to other

countries and studying local challenges and development of strategies are part of his ambition to share his knowledge and insights.

Specialisms:

- Development of trainings and training/advice for groups and individuals
- Plant physiology and the growing conditions of the crop
- Greenhouse climate and the development of optimal growing conditions
- Fertilisation of crop and soil in open field and covered circumstances (glass or plastic)

Dutch is mother tongue, English and Spanish fluent

#### 4. More information



Are you ready for an excellent studytrip to the Netherlands? We are more than happy to make you a proposal. Every studyvisit is tailor made. So it is hard to write down a price. We can organise a complete week for you including lodging, transport etc. The mentioned proposal about circular agriculture is one of the studyweeks we can offer. However if you you have other specific interests let us know as well.

Please contact us now:

# agriprogress<sup>®</sup>

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