

EDF CONGRESS 2024

# Profitable businessmodels in a densely populated country

JUNE 25 / 26 / 27

ZWOLLE - THE NETHERLANDS



**VARIETY** TO FIT THE FUTURE

# VARIETY TO FIT THE FUTURE

The dairy farming sector is under intense public pressure. Climate adaptation, natural quality, animal welfare, protein transition, and nature inclusivity are examples of themes where the sector is expected to anticipate to new norms and desires. From a historical perspective, the whole world is once again looking to the Netherlands as a forerunner of innovations and renewal.

We come from an era of stability, where dairy farming has been quite predictable and 'old school' economic rules of growth and scaling up have worked out well. Nowadays the unimaginable has become imaginable and new businessmodels have to be developed.

How do dairy farmers in the Netherlands adapt and prepare for a new era? We would love to show you at the congress!

## Wageningen University & Research

The congress provides answers and offers inspiration and concrete examples to guide your own dairy farming business from a social economic perspective. The foundation of the program is research from Wageningen University & Research (WUR), which delves into and financially supports these themes. The research report will be presented at the congress to CEJA European Council of Young Farmers.

## Inspiring you for the future

We have put together a program, featuring top-notch speakers and workshops. Our EDF congress is all about inspiring you for the future and getting you in a positive groove. Can't wait to see you in Zwolle!

The program inclusive of meals, drinks and entertainment. The only things you have to organise yourself is to be there on time and an overnight stay in one of our partner hotels.

In addition to the content, the program offers plenty of "Dutch cosiness and atmosphere" and plenty of opportunities to network with old and new EDF friends.

Date June 25 / 26 / 27, 2024

Location Theater Buitensoos  
Stationsplein 1  
8011 CW Zwolle (The Netherlands)  
[www.theaterbuitensoos.nl](http://www.theaterbuitensoos.nl)

[www.dairyfarmer.net/registration](http://www.dairyfarmer.net/registration)



## 25<sup>TH</sup> OF JUNE

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12:00	<b>Registration + network reception</b>
14:00	<b>Program</b> <ul style="list-style-type: none"><li>▪ Welcome address</li><li>▪ History and present challenges in the Netherlands</li><li>▪ How do urban areas look at the dairysector?</li><li>▪ Vision 2040 by Rabobank</li><li>▪ Afternoon coffee</li><li>▪ CoP results Netherlands</li><li>▪ Presentation of research project: Future Oriented Businessmodels</li></ul>
18:00	<b>Welcome dinner</b>
20:00	<b>The first official hilarious EDF pubquiz</b>

## 26<sup>TH</sup> OF JUNE

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07:45	<b>Morning coffee</b>
08:00	<b>CoP results Europe-wide</b>
08:30	<b>Food- and Agricultural strategies in times of global tension</b> Key Note speaker Ron Keller, (former ambassador in Ukraine, Russia, Turkey, China)
09:30 - 12.00	<b>Program by study line</b> (see page 4)
12:30 - 18:00	<b>Farm Tours</b> (see page 7)
18:45 - 22:15	<b>Barn Party at Aeres Hogeschool in Dronten</b>

## 27<sup>TH</sup> OF JUNE

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07:45	<b>Morning coffee</b>
08:00 - 09:00	<b>General assembly</b>
09:30 - 12.00	<b>Program by study line</b> (see page 4)
12:30 - 18:00	<b>Farm Tours</b> (see page 6)
19:00 - 23.15	<b>Gala Dinner</b> You will be back at the hotel in time to dress up for the gala dinner that we have planned in the Lumen hotel in Zwolle. The last bus will drive you back to your hotel at 24.00 hours.

# Workshops and lectures

## CoP INTENSIVE WORKSHOPS

We are pleased to offer you access to our CoP Intensive Workshops. These sessions held by the members of EDF STAR offer you the opportunity to discuss your latest CoP results with other EDF farmers in a small group. You have the opportunity to attend one CoP Intensive Workshop of your choice. Only for EDF members with CoP data for the own farm.

### **Low cost strategy: Best choice under all circumstances?**

We will discuss opportunities to increase profits and reduce risk by pursuing lower cost strategies, with optimal milk output.

### **Improving the income side: cow-related.**

Your economic returns from the dairy enterprise will be a particular focus. You will find out where you stand with your farm and we will discuss how you can improve your revenues.

### **Longevity and life-time production as driver for income.**

We will compare the performance parameters of your herd and see how you compare to other EDF farms. Together we will discuss the effects of cow longevity on economic success.

### **The harder you work, the better the income?**

We will look at how much you work and what you earn in return. Together we will exchange ideas on how to improve your return to labour.

### **What are strong and weak points of your farm?**

Do you know where your farm performs well and where it has unused potential? In a small group of 3 to 4 people you will analyze the strong and weak points of the participating farms.

## LEARNING LINES

In order to give you the opportunity to get out of the congress what you want, you are asked to set your preferred learning lines upon registration. The organization categorizes your program in a way that ensures you receive a piece of all the interesting content.

## LEARNING LINE 1: CIRCULAR FARMING

### **Kringloopwijzer and KPI**

Every farm contributes to sustainability and achieving results within its own scope. Not every farm has the same natural options to contribute to sustainability. How do we measure this and how do we navigate towards goals? What initiatives exist in the Netherlands in this regard?

### **Agricycling**

Healthy soil is the cornerstone of sustainable agricultural practices. The soil is the unique location to upcycle residual streams to valuable nutrients. Supporting biodiversity, sequestering carbon, and retaining water – is essential for a robust and circular farming system.

### **Cowsignals**

We explore the significance of aging cows from both an economic and societal perspective. We delve into hard facts about healthy, long-lived cows and how they contribute to our “license to produce.” Learn to interpret the subtle signals cows provide and embrace a sustainable future for dairy farming.

### **Cow and protein**

In the Netherlands we need to reduce (ammonia) emissions. Going as low as 155 grams crude protein per kg dry matter in dairy rations is just one way of achieving that. What is the impact on the cow, the farmer and the environment? A veterinarian and two EDF farmers share their experiences and success stories.

## **LEARNING LINE 2: INNOVATION**

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### **Manure and innovations**

If you produce more manure in your country than the land or legislation can handle, what options do you have in a technical perspective? What is the economic bottomline? And you'll hear everything about RENURE (Recovered Nitrogen from Manure) which is seen as the logical fix for many challenges.

### **Feed Excel**

FeedExcel is the breeding strategy by CRV, for excellent feed conversion, and a highly productive livestock herd that delivers more milk with the same amount of feed. It is the proven path to higher margins and 25% reduction of methane emissions. FeedExcel is based on the most reliable datasource in the world.

### **Farm of the future**

The future farm revolves around both existing and new themes where data is key to gain insights and take the right actions. Data is used in diagnostics, decision making, providing proof and improving farmer income. Artificial Intelligence plays an important role while you as farmer stay in control and decide your own direction. The dairy industry is transforming fast at multiple level. Are you stepping in or stepping out?

## **LEARNING LINE 3: FARM MANAGEMENT**

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### **Farm leadership**

“How do I make sure my team stays motivated?” and “How do I make sure my team understands what I want and where we are going with the farm?” By converting the HR-expertise from the Lely internal curriculum to the farm, a new Farm Leadership program was created. Attendants will be challenged on the 3-fold: “Lead yourself, lead your team, lead your farm.”

### **On the way to your new success formula**

The world is changing; how do you adapt? The cow is the success formula of the sixties. Will it still be so in 2060? What makes your family business special? What impact do you want to continue making: in society, in the market, in the region and for your family? And what does this mean for your course toward the future?

### **Future thinking**

Strategy development is challenging, sustainability issues and technological advancements create a new and fast developing world. Dairy farmers need to create their own view on future options and developments. A future that is unpredictable, yet you have to make choices on farm investments. How can you create your own view on the future, how to prevent being locked in the logic of yesterday. Get your bit of mental exercise on these issues during this workshop.

## **SPECIALTIES**

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### **Personal development: Positive Intelligence**

Do you recognize that it is sometimes hard to stay positive and connected when emotions run high at the kitchen table and in the dairy sector? When you choose this specialty, a surprisingly interesting workshop on self-leadership will be part of your congress program.

### **Organic Cafe**

We invite you to seize the opportunity to connect with fellow organic dairy farmers, exchanging knowledge, experiences, and inspiration in this break-out session.

### **CoP lectures**

For whoever is interested in a deeper dive into the latest CoP results, you get the opportunity to step into a lecture by Steffi Wille-Sonk about the themes:

“Low labour related costs: is there a particular recipe for success?”

And: “Grass vs maize: costs of different feeding systems”

Dutch EDF farms will open their doors to congress delegates and invite them for guided farm tours on Wednesday and Thursday afternoon. Which 4 farms you will visit depends on your preferred Learning Lines.



## 1. MELKVEEBEDRIJF BANEMAN, GEESTEREN

### **Going organic with a crossbred herd and fresh, grazed grass**

The Krukerink family is the 4th generation to run the farm. Since 2008, the farm has specialized in dairy farming. Today there is space for 178 dairy cows in the barn. A new barn is built for the dry cows. The rearing of youngstock was outsourced in 2019 and is carried out by a contractor. Gerbert's aim is to convert as much fresh grass as possible into milk in a sustainable way. As an organic farm from 2024 on!

## 2. MAATSCHAP DINKELMAN EN DINKELMAN-DEGROOT, LOCHEM

### **Remain positive and always ready to seize opportunities that arise**

The farm has existed at this location for many years. Edwin is the 8th generation to manage it. The farm is located in a very small-scale landscape where dairy farming dominates. Edwin's aim is to produce enough milk in a farm set-up that is not too complicated. He endeavors to ensure that the farm is always in the top 25%. His barn has space for 230 cows including the replacement herd. In 2023 and 2024, over 1.8 million euros will have been invested to make the farm fit for the future with focus on reducing Nitrogen emissions by 50%.

## 3. VOF ABMA MOLKFEEBEDRIUW, OUDEHORNE

### **Combining the Irish and Danish way of dairy farming**

The dairy farm has been run by brothers Ruurd and Atze Abma since 2020. Another brother runs a farm at a different location. The machinery for land cultivation is shared by all of them. Ruurd and Atze pursue a low-cost strategy. Stable summer feeding with fresh grass in the barn is core element of it. Their aim is to produce milk pleasantly but very efficiently. They combine the Irish (cow management / fresh grass approach) and the Danish way of milk production (barn organisation).

## 4. MELKVEEBEDRIJF HASKERWEIDE, VEGELINSOORD

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### **Keep pace with the times and stay positive**

Haskerweide is the farm of Jan and Sanne van der Zijl. It was created in 2019 from the merger of the two farms of their families. In 2023, a modern barn for 250 cows was put into operation. Job satisfaction and positivity are important to both! They both do their best in the areas they can actually influence: Soil fertility, emissions, animal welfare and reasonable production costs are key for them. Jan and Sanne always move with the times. Today, emissions are monitored carefully and new projects with research institutions are set up.

## 5. FIRMA STOKMAN, KOUDUM

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### **Always at the forefront of development and innovation**

Anton Stokman started dairy farming in 1978. Already in 1996 he had milked his cows by AMS. In 2007, he implemented his own integral sustainable dairy concept "Free Choice". Over the years Anton has continuously developed the farm. Today there are 280 cows plus young stock on the farm. His son Arjan is involved since 2014 and will take over probably in 2025. Both are innovators and early adopters and try out a lot of new things. Long before sustainability became such a big issue, they aligned their farming strategy with it.

## 6. AERES, DRONTEN

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### **Education and research in different farming systems**

Aeres Hogeschool in Dronten runs two research and education farms: On the first farm, 125 cows are kept in an indoor system. Half of the herd is milked in a parlour and the other half by AMS. Here, 4 rounds of feeding trials with 36 cows each are carried out every year for various manufacturers and other clients. On the second farm, 85 dairy cows are kept in an organic grazing system, with spring calving. The aim is to maximise milk from grazed grass. Since 2020, Fleckvieh has been crossbred in order to get more robust animals.

## 7. MELKVEEBEDRIJF POPPE HERFTE, ZWOLLE

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### **Face challenges courageously and innovatively**

The farm of the Poppe family was founded in 1961 with 13 cows at that time. Over the years, barns have been built and the herd was expanded in several steps. Today, it has 3 sites with 280 cows, 280 heads of youngstock and 15 breeding bulls. The Poppe family focusses on breeding sustainable livestock and on circular agriculture. Particularly the breeding is an important part of the business activities. They occasionally sell bulls and also embryos worldwide. The farm's sites are located near a Natura 2000 zone, a water catchment area and are threatened by urban expansion. So, the farm faces several threats to continue farming here in the area in the future.



## 8. WEIDEVOL, ZWARTSLUIS

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### **Inclusion of nature conservation and a profitable farming business**

The Spans family farm is located near Zwartsluis in the Weerribben-Wieden National Park. Hermen and Leanne run the farm together. In the barn there is space for 300 cows. However, the cows are on the grazing fields as soon as there is enough grass to graze. Since 2012, they manage their farm according to organic and nature-inclusive farming methods with special focus on protecting birds. As a further source of income, they also provide conference facilities and generate and market carbon certificates to other companies who need to reduce their emissions. Solar panels, the use of residual heat from milk cooling for heating and an air washer to filter ammonia emissions complement the efforts to ensure that the business is as resource-efficient as possible.

Friday, June 28

### **Company visit to Lely Maassluis**

Join us for a company visit to the headquarters of Lely, located in Maassluis! See how the robots are produced in the production facility and experience yourself how Lely contributes to a sustainable, profitable, and enjoyable future in dairy farming.

The tour is planned on Friday, June 28 from 1 to 5 PM. Please indicate in the online registration for the EDF Congress whether you would like to attend. Limited number of participants!

# Registration fees

## EDF CONGRESS 2024

### 2024 EDF CONGRESS ARRANGEMENTS

The 2024 EDF Congress fee is incl. 21% Dutch VAT

#### Full program - Early Bird

**EXTENDED TO MAY 15**

#### Full program General Admission

#### Full program Door Admission

For registration from June 25, 2024,  
and participants who have not paid by June 24, 2024:  
payment can be made in cash or by EC Card

**EDF MEMBER**  
with CoP-Data

**EDF MEMBER**

**NON MEMBER**

**635,25 €**

**695,75 €**

**on request**

**695,75 €**

**756,25 €**

**on request**

**786,50 €**

**786,50 €**

**on request**

### Registration

We are confident that the engaging and diverse program will provide you with a lot of inspiration. That's why we look forward to seeing you in Zwolle.

[www.dairyfarmer.net/registration](http://www.dairyfarmer.net/registration)

