

EDF CONGRESS 2025 HOW TO DO SO MUCH WITH SO LITTLE

25-27_JUNE'25_PORTUGAL



Welcome EDF members, partners and friends,

This year, our congress will take place in Southern Europe, in Portugal, specifically in the North of the country, in the city of Póvoa de Varzim, just 20 minutes from the historic and beautiful city of Porto, also known as the Invicta City. I am thrilled to welcome you as we come together to explore various topics and challenges in our sector.

We have a rich program of plenary sessions and workshops, where we will discuss the sustainability of dairy production in Portugal and Europe and explore ways to achieve greater efficiency at all levels of our activity. The Northern region stands out for its high productivity per hectare in double cropping, benefiting from fertile soils and a favourable climate.

The agricultural landscape of the region is characterized by a strong tradition of cooperatives and family farms, where fields are traditionally divided by stone walls, a heritage that reflects the history and resilience of our producers. However, this is also a highly populated region, where urban growth drives real estate speculation and significantly increases land value. These factors pose additional challenges for farmers, making the expansion and maintenance of agricultural activity increasingly demanding.

Additionally, you will have the opportunity to meet our producers up close, visit their dairy farms, and immerse yourself in our culture, our land, and the hospitality of our people.

I am certain this will be an enriching and inspiring gathering. I look forward to welcoming you!

Antonio Campos, President of EDF Portugal



HOW TO DO SO MUCH WITH SO LITTLE!

PROGRAM OVERVIEW

LOCAL: AXIS VERMAR CONFERENCE & BEACH HOTEL



WEDNESDAY, 25 JUNE 2025

11.00	Registration Opens		
12.00	Network Reception		
14.00	Welcome Address Tom Dunne, EDF President, António Campos, President EDF Portugal Aires Pereira, Mayor of Póvoa de Varzim		
	The Portuguese Dairy Sector – Excellence, Sustainability and Innovation for Greater Productivity		
14.15	The Portuguese Journey of Milk: From Farm to Market, Fernando Cardoso, FENALAC		
14.35	The evolution of Portuguese dairy herds: Past, Present and Future, António Ferreira, ABLN		
14.55	BestCoopMed Project: Advancing Benchmarking and Best Practices in Portuguese Farms and Cooperatives, Prof. Miguel Sottomayor, Universidade Católica Portuguesa		
15.15	Promoting Sustainable Milk Production in Portugal: Our Roadmap for Action, LACTOGAL		
15.35	Q&A Session		
15.45	Coffee Break		
		16.30	Milk Production under Extreme Land Scarcity: Use of Resources and Economic Results of Portuguese EDF Farms, Steffi Wille-Sonk, EDF
		17.00	Exploring Diversity of Portuguese Dairy Farms: Three Farmers Share their Stories. Marta Santos, Farmer and Cheese Maker, Senrasdairy Bento Pereira, Ass. de Produtores de Leite Biológico Terceirense Diana Carvalho, Circular Farming
		17.45	Panel Discussion Moderated by Prof. Arlindo Cunha
		18.00	Congress Road Map & Instructions
		19.00	Welcome Drinks, Dinner & Party Time

HOW TO DO SO MUCH WITH SO LITTLE! PROGRAM OVERVIEW

THURSDAY, 26 JUNE 2025

Trends and Challenges in Global Dairy Production

- 8.00 **The Availability of Land and Labour Places Limits on Dairy Farming: How Effectively Do EDF Farms Use these Key resources?** Steffi Wille-Sonk, EDF
- 8.30 **Stories from Dairy Farming Worldwide**
Effective Heat Stress Management Strategies in North Africa, Dra. Nadia Lofti, FirmaPro, Morocco
Organic Farming on a Mega Scale, Josh Hoffmann, USA
Successful Generational Change, Elisabetta Quaini and Chiara Ortolani, Italy
- 9.30 **Global Dairy Market Outlook: Navigating the Uncertainty Ahead,** Mahesh Srinivasan, Barry Callebaut
- 10.00 **Driving Farm Innovation: Spotting the Game Changers vs Less Impactful,** Kjell Clarysse, Scale it Agro
- 10.30 Coffee Break**
- 10.45 **CoP Workshops, Technical and Practical Field Workshops, Expert Lectures,** see pages 4-5
- 12.15 Lunch**
- 13:00 **Farm Visits: Each participant will visit two farms**
- 19:00 Saints night & Unlimited Grazing. No Judgement, eat like a cow! Espaçó AGROS**

LOCAL: AXIS VERMAR CONFERENCE & BEACH HOTEL



FRIDAY, 27 JUNE 2025

- 8.00 **EDF Members General Assembly,** EDF members only
Future of Dairy: Key Challenges, Current and Emerging Trends and What's Coming. Key Note Speeches and Panel
- 9.00 **EU Dairy Farming: Managing Cows, Land, Workers, and... Navigating Regulations.** An International Comparison of EU Eco Schemes, Steffi Wille-Sonk, EDF
Striking the Balance: Supporting Farmers in Driving Change and Effectively Marketing Environmental Responsibility and Animal Welfare to Consumers,
Dairy Industry View, NN
Healthy Animals, Healthy Food: Nourishing People with Quality Produce, Diana Teixeira, Animal Health Europe
Global Dynamics: Key Developments and their Impact on the Dairy World. Paulo Portas, former Minister of Foreign Affairs and Minister of National Defence
- 10.30 Coffee Break**
- 10.45 **CoP Workshops, Technical and Practical Field Workshops, Expert Lectures,** see pages 4-5
- 12.15 Lunch**
- 13:00 **Farm Visits: Each participant will visit two farms**
- 19:30 Gala Dinner Casino da Póvoa (dress code "Smart")**

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THURSDAY, 26 JUNE 2025

CoP, Technical and Practical Field Workshops, Expert Lectures Schedule

EDF CoP Workshops please select during registration	Expert Lectures no registration required	Technical Workshops please select during registration	The Portuguese Maize Cycle please select during registration
10.45-12.15	10.45-11.30 AI in Agriculture: Current Trends, Solutions and Future Developments in Crop and Dairy Farming; Julius Davier, Tunen Al and Lars Abraham, Droprostix	10.45-12.15	10.45-12.15 Rotating Field Stations powered by Corteva
CoP Intensive Workshops with EDF STAR CoP Workshop details can be found on page 4.	11.30-12.15 Optimizing Crop and Livestock Efficiency: Precision Farming with Feed Mixing Technology, Siloking and Dinamica Generali	Technical Workshops Workshop details can be found on page 5.	1. Soil 2. Crop Development and Soil Preparation 3. Irrigation 4. Forage Production and Conservation

Expert Lectures: The Expert Lectures will be held in the Plenary. For these sessions, we offer written translations available on your mobile device.

LOCAL: AXIS VERMAR CONFERENCE & BEACH HOTEL



COP WORKSHOP DESCRIPTIONS

Discover your strengths and weaknesses! Alongside farmers facing similar challenges, you'll compare your CoP results to identify your farm's strengths and weaknesses, as well as their underlying causes.

CoP1: Relying on Family Labour _ Better Profitability and Efficiency in Small and Medium-sized Family Farms. For family farms with no or limited external labour. Jan Halewyck, Ueli Haeffiger, Marco Horn.

CoP2: Thriving on Grass - Profitable Milk Production Through Sustainable Farming. For farms with grazing. Richard Simpson, Tomas Tubritt, Danutė Palkimienė.

CoP3: Significant Investments Ahead - Realisation of New Cow/Calf Facilities Necessary to Make the Farm Fit for the Future. For farmers planning to invest in cow or calf facilities in the near future. Aline Lehnen, Henna Mero, Emil Bagger-Jørgensen, Philippe Mathieu.

CoP4: Relying on hired labour - Better Profitability and Efficiency in Farms of Larger Scale. For large-scale farms relying heavily on external labour. Jens Toksvig-Bjerre, Vojta Zink, Csaba Borbely, Margita Stefanikova

CoP5: Severe Shortage of Land - Profitability and Operational Management on Farms that Lack the Most Important Dairy Resource. For farms that face a severe shortage of land. Cristian Rota, Pablo Carro, Jelmer Sietzema.

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10.45-12.15	10.45-11.30	10.45-12.15	10.45-12.15
CoP Intensive Workshops with EDF STAR CoP Workshop details can be found on page 4.	The implementation of EU Eco-Schemes at national level. Steffi Wille-Sonk, EDF	Technical Workshops Workshop details can be found on page 5.	Rotating Field Stations powered by Corteva
	11.30-12.15 Feed vs Food: Do cows eat from our plates? Jan Bakker, Duynie		1. Soil 2. Crop Development and Soil Preparation 3. Irrigation 4. Forage Production and Conservation

TECHNICAL WORKSHOP DESCRIPTIONS

T1: The Application of AI in Agricultural Practices: Data Maintenance and Management for Optimized AI Utilization, Julius Davier, Tunen AI.

T2: Ventilate Cows, not Barns- an Overview of Heat Abatement Strategy and Ventilation Design. A discussion of the core principles of ventilating dairy cows 365 days of the year, including focus on heat abatement strategies during the warmer months. Huw Jones, Royal de Boer

LOCAL: AXIS VERMAR CONFERENCE & BEACH HOTEL



T3: From one Generation to the Next: Preparing for a Smooth Transition. Farm succession is a complex process requiring careful planning, with family dynamics being key to a successful transition. While each country has its own legal and financial considerations, the common challenge is managing family relationships. This workshop will explore the key challenges of farm succession and discuss strategies for a smooth, sustainable transition. Jan van Beekhuizen Aeres Hogeschool Dronen

T4: The Challenge of Decision Making: Sustainability, Business, Values. Dairy farmers often face tough decisions where economic pressures and long-term sustainability don't align. This workshop explores real-life dilemmas in dairy farming and how producers balance profitability, animal welfare, and future resilience. Join us to discuss the key factors shaping on-farm decision-making. Helma Milatz, Aeres University of Applied Science and Manuel Magalhães Sant'Ana, Specialist in Animal Welfare Science

THE PORTUGUESE MAIZE CYCLE

Soil: Highlights the role of variable fertilization and soil analysis in optimizing crop production, while addressing environmental impacts. It also examines slurry use for effective nutrient management.

Crop: Covers the key aspects of plant development, including proper sowing techniques, the role of seed drills in seed placement, and the use of counting drones to optimize seed distribution.

Irrigation: Outlines the benefits of drip irrigation for improved water efficiency, agronomic techniques to enhance water use, and the role of AquaMax hybrids in optimizing water management. It also explores new irrigation technologies

Forage Production and Conservation: Focuses on the optimal harvest timing to maximize starch content, the use of FT inoculants to improve forage quality, and best local silo conservation practices. It also highlights the role of inoculants in promoting sustainability in forage production.

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POST TOUR



SATURDAY, 28 JUNE 2025

POST TOUR

ESSENCE OF DOURO

- 9.00 **Pick up at Axis Vermar Conference & Beach Hotel**
- Transfer to Pinhão Region, along the most beautiful road in the world
- 11.00 Departure of the Pinhão-Romaneira-Pinhão cruise, on the traditional boat Rabelo (duration: 1h)
- Transfer to famous Quinta and tasting of Moscatel Wine assisted by Quinta Oenologists
- Douro lunch** (typical meal made in iron pots)
- Bread and Wine Museum and visit to the Favaios Bakery
- 18.00 Drop off Porto Airport
- 18.30 Drop off Hotel Axis Vermar Conference & Beach Hotel

Price per Participant €120,00

Children up to 3 years old: Free

Children between 4 and 11 years old: 50% discount



JOIN THE POST TOUR AND VISIT THE BEAUTIFUL DOURO VALLEY!

Please chose during your registration.

HOW TO DO SO MUCH WITH SO LITTLE! PROGRAM OVERVIEW

GENERAL TERMS & CONDITIONS



Congress venue:

Axis Vermar CONFERENCE & BEACH HOTEL | Rua da Imprensa Regional,
nº 90 | 4490-518 Póvoa de Varzim | Phone: +351 252 298 900 |
Email: reservas@axisvermar.com | <https://www.axishoteis.com/axis-vermar.html>

Congress office:

Birgit Kühne, European Dairy Farmers e.V., Grüner Kamp 19–21, 24768 Rendsburg | Phone: +49 433 143
601 90, | Email [Congress Office](mailto:Congress.Office)
Website: www.dairyfarmer.net.

Congress coordination:

Miguel Pires Araújo, Mobile: (+351) 96 688 6268 | Email: miguelfpa@hotmail.com
António Campos, Mobile: (+351) 91 997 6494 | Email: acc.campos76@gmail.com
Judit Kühn, Mobile: (+49) 170 730 1852 | Email: judit.kuehl@dairyfarmer.net

Registration: Registration is only possible online. [Online Registration](#)

	EDF member with CoP-Data	EDF member
2025 EDF Congress arrangements The 2025 EDF Congress fee is VAT exempt		
Full program – General Admission	550 €	600 €
Full program – Door Admission (for payment/registration after 15 JUNE 2025)	600 €	650 €
One Day Participation (25 JUNE 2025 only) *	250 €	250 €

* also accessible for non-members

Please note: For Payment and/or Registration after the 15 JUNE 2025 the Door Admission fee will be automatically applied. In case no payment is made until 24 JUNE 2025 the fee has to be paid in CASH or EC Card during registration.

Cancellation: Notifications of cancellations should be made in writing by email: [Send Cancellation](#).
If you do not send a cancellation note you will still be liable to pay the fees. No refund for cancellation after 31 MAY 2025.

Methods of payment: After you have registered, we will send you an invoice. Payment is possible via international bank transaction. Please use IBAN and BIC/SWIFT code and state the invoice number. Your attendance in the 2025 EDF Congress can only be ensured if the registration fee has been paid in full.

Name tag: During registration in Congress Centre, a name tag will be obtained. Access to the event and event venues only with a visibly displayed name tag. This includes farm visits and evening program.

Accommodation: Delegates have to book their own accommodation. For further information, please see [EDF Travel Booklet](#) on the EDF website.

VISA: Visitors from EU member states and the Schengen countries do not require an entry visa for Portugal. Congress delegates from non-EU member states are kindly requested to contact the local Portugal embassy to check whether they need an entry visa for Portugal.

Language: The language of the EDF Congress 2025 will be English.

Insurance: Please note that the organizers do not provide any insurance for EDF Congress delegates.

Policy agreement: By registering for the 2025 EDF Congress you agree that photos of you may be taken and may be published in any kind of EDF context.

Biosecurity Policy: As a participant in farm visits during the 2025 EDF Congress, we like to ask you to comply to the following: Ensure you are wearing clean clothes and especially clean shoes. During the farm visit please avoid any unnecessary contact with animals and feed. Please obey to biosecurity policy during your stay (including wearing protective clothing).

Gala Dinner dress code "Smart": The dress code prohibits shorts and t-shirts, minimum age for entry is 16. **Important to note**, a passport or national ID card is required for entry, including dining area. Entry without proper identification is strictly forbidden.

Privacy Policy: We process your personal data. In this regard the [EDF privacy policy](#) applies.

Emergency contacts:

In case of emergency please contact:
Call emergency number 112 for an ambulance

EDF Portugal in CoP figures



138

cows per farm

The Portuguese EDF group is a branch that is currently undergoing strong development. In 2024, **11 farms** had submitted their data for the CoP, with an average of **138 dairy cows per farm**. With 9.5 young cattle per 10 cows, those have quite large replacement herds to care for.

10,194

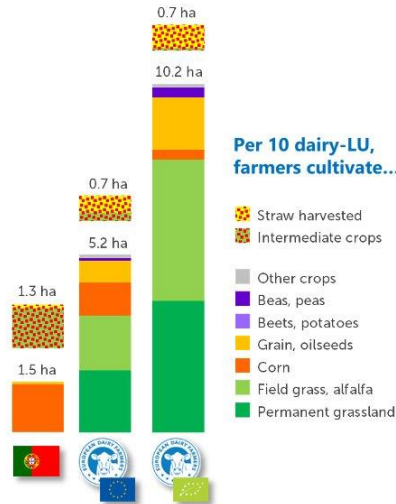
kg ECM per cow

The yield level of the dairy herds varies from a good 8,100 to 11,800 kg ECM per cow and year. The average annual ECM yield is **10,226 kg per cow, which is roughly on a par with the overall EDF mean.**

Extremely intensive land use

The farms have many cows on very little land: **only 1.5 ha of arable land per 10 dairy-LU**. This is only possible because farmers **double-crop most of their land**:

The natural conditions allow intensive maize cultivation from spring to autumn. In the winter months, grass then grows on the land as a catch crop and is cut two to three times before maize is sown again.



45.4

hours per cow

In a European comparison, **labour, an important resource for milk production, is still comparatively cheap**. The labour costs for family and external workers were around 8.30 € per hour. Accordingly, the input of labour hours is above average at 45.4 hours per cow.

8.30

€ per hour

5,538

€ per cow
Total Costs

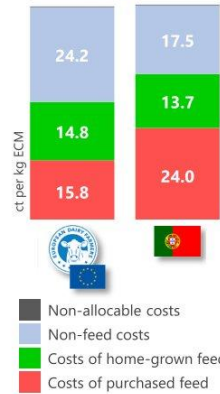
The **Total Costs** per cow corresponded to the overall EDF mean. However, the included **costs for purchased feed (2,392 €) were much higher (+775 €)**. This reflects the limited land available: in addition to the maize and grass grown on the farm, a lot of feed has to be bought in. It makes the farms **vulnerable to market fluctuations**.

45.8

ct per kg ECM
Break-Even

The **Total Costs** per kg ECM were slightly above the overall EDF mean (+0.5 ct). 24 ct of the **Total Costs** are for feed purchase. After including non-milk returns, the Portuguese farms achieved **full cost recovery with a milk price of 45.8 ct... which is relatively high**.

Total Costs for cows and youngstock



63.3

ct per kg ECM
Total Returns

The slightly higher costs per kg compared to the overall EDF mean were more than offset by good **Total Returns of 63.3 ct (+3.6 ct)**:

7.9

ct per kg ECM
Entrepreneur's Profit

An unusually high milk price of 53.6 ct (+5.1 ct) resulted in an **Entrepreneur's Profit of 7.9 ct per kg**, well above the overall EDF mean (+3.2 ct). However, a milk price at this level is the exception in Portugal. Farms are generally at a disadvantage when it comes to milk price and non-milk returns.

Source: EDF Cost of Production Comparison 2024. Not representative.

The Portuguese Dairy Sector



1.879 mill.
tonnes of milk

... supplied in 2024. 14th rank of all EU states. Supply has slightly **declined by 0.7%** compared to 2023.

58
cows per farm

... on average. Small and medium sized **family farms** dominate.

213,500
dairy cows

... in 2024: Most of them in the **Azores (about 39%)**, the **Norte (35%)** and the **Alentejo (10%)**. Numbers are **declining since 2015**.

206
kg milk per ha

... of national land area. Milk supply density is **below the EU average**.

3,687
dairy farms

... in 2024. The way milk is produced differs between mainland Portugal and the Azores due to the climate.

177
kg milk per capita

... from domestic supply, which **covers 84% of domestic demand**.

PARTNERS OF THE EDF CONGRESS 2025 IN PÓVOA DE VARZIM, PORTUGAL



É bom
viver aqui!
It's good to be here!



We look forward to
seeing you soon!



www.dairyfarmer.net