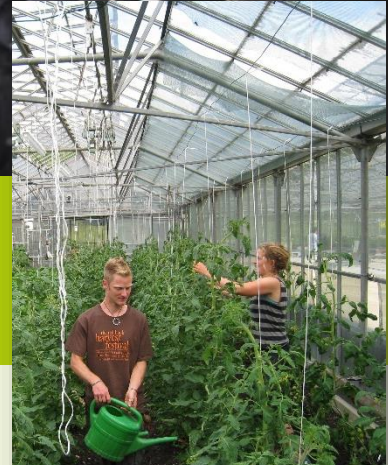


eip-agri
AGRICULTURE & INNOVATION

Advisers and new entrants into farming: lessons to foster innovation and entrepreneurship



ADVISERS

What do new entrants into farming need?

New entrants - people entering farming for the first time, or returning to farming after a period of off-farm employment - are a heterogeneous population, with wide-ranging needs. Here are the main types of support that new entrants need:

- ▶ Access to land
- ▶ Access to capital
- ▶ Specific agricultural knowledge and business mentorship programmes
- ▶ Access to markets and short supply chains
- ▶ Networking and connections with traditional farmers and the local community
- ▶ Communication with public authorities

Advisers and new entrants into farming

What can advisers do to support new entrants in their area?

In some parts of Europe, advisers and support organisations are encouraging new entrants into farming by:

- ▶ Enabling access to land through share farming, agribusiness incubators, lending municipal or cooperative land
- ▶ Increasing access to capital by identifying funding opportunities and advising the application for EU funding, bank loans, subsidies, crowd funding
- ▶ Providing targeted advice on a range of production and marketing issues, and offering specific training and business mentorship programmes
- ▶ Acting as a bridge with local authorities or the local community, enabling market access and collaboration with traditional farmers, business owners, banks, land owners and others
- ▶ Facilitating the exchange of knowledge and skills between new entrants
- ▶ Exchanging and disseminating successful business models, good practices and case studies
- ▶ Facilitating the establishment of EIP-AGRI Operational Groups

Would you like further information?

The final report of the Focus Group “New entrants into farming” gives a broad overview of the subject as well as useful insights into the definition of new entrants, their access to land and markets, the advisory support systems and more. Specific minipapers, such as the one about advisory support systems, provide examples and further details.

[Download the final report](#)

[Get all the information at a glance in the new entrants factsheet](#)

[Find Focus Group members from 15 European countries through the Focus Group webpage](#)

Contact: EIP-AGRI Service Point - - Avenue de la Toison d'Or 72 - 1060 Brussels - BELGIUM
Tel +32 2 543 73 48 - servicepoint@eip-agri.eu - www.eip-agri.eu

Join the EIP-AGRI Network!

Register to the EIP-AGRI website where you can find peers, projects, ideas and resources to catalyse innovation in agriculture, forestry and horticulture.