



30 November 2011

Study visit Programme

We are pleased to present the final program for the study visit for 7 advisors from the Institute for Agriculture and Forestry Ljubljana, Chamber of Agriculture and Forestry of Slovenia to the Knowledge Centre for Agriculture, the Danish Agricultural Advisory Service (DAAS), Denmark, 4 – 10 December 2011.

The programme will be the following:

Sunday 4 December 2011,

- Arrival to Copenhagen, transfer to Aarhus by car

Monday 5 December

8:45 Arrival at the Knowledge Centre for Agriculture, Agro Food Park 15, 8200 Aarhus N.

9:00 – 10:00 Presentation of Danish Agricultural Advisory Service and agricultural education and Introduction to the study programme and assignment (ML 3)

By Birgitte Wiedemann Larsen, Senior Advisor

10:00 – 10:15 Coffee break

10:15 – 12:00 Presentation of the National Departments (ML 3)

- Business Finance

By Lene Bruun Siritwadhananuraks, Senior Advisor

- Crop Production

By Kirsten Klitgaard, Chief of Plant production

13:00 – 14:00 Continued presentation of the National Departments (ML 7)

- Cattle

By Trine Barrett, Chief of Advisory, Cattle Management

14:00 – 14:15 Coffee break

14:15 – 15:00 Continued presentation of the National Departments (ML 7)

- VSP department (pig production)

By Anders Hedegaard, Head of Department

15:00 – 16:00 Presentation of 3 typical cases, Danish Farms (ML 7)

By Ivan Damgaard, Chief Marketing Advisor and Birgitte Wiedemann Larsen

- Production, size
- Technical efficiency
- Resources needed
- Income
- Cost structure
- Overview of Balance sheet
- The main problems for the farmers

Tuesday 6 December

9:00 Leaving for a local center for agriculture, Heden og Fjorden, Birke Centerparken 24, 7400 Herning

10:30 Arrival and welcome to Heden og Fjorden

By Arne Møller, IT Manager

10:45 – 12:00 The role of the agricultural adviser

- Tasks of the adviser
- Different types of farmers – an how to approach them
- Cooperation with the farmer
- Pitfalls

By Arne Møller, IT Manager

12:00 – 13:00 Lunch

13:00 – 14:00 Controlling of costs in Dairy and Beef Cattle Production

- Type of costs
- How to forecasts the costs
- How to control / follow up
- Systems used

By Karsten Jensen, Senior Advisor, Cattle production

- Visit to case farm, Cattle production
 - Optimizing profit
 - Controlling costs
 - Investment planning
 - Marketing

Wednesday 7 December

9:00 Arrival at the Knowledge Centre for Agriculture

9:10 – 10:00 Benchmarks, based on farmers recording (ML 5)

- Business Check

By Jakob Vesterlund Olsen, National Advisor, Business Management

10:00 – 10:15 Coffee break

10:15 – 11:00 Strategic and Investment Planning (ML 5)

- How to develop strategy for farmers
- How to calculate profitability of investments

By Torben Ulf Larsen, Senior Advisor, Economy, Business Management

11:15 Leaving for a local advisory center, Landbocentret Følle, Føllevvej 5, 8410 Rønne

11:45 – 12:30 Stop-over for lunch

13:00 – 14:00 Controlling of costs in Crop Production

- Type of costs
 - How to forecasts the costs
 - How to control / follow up
- Systems used

By Jørgen Flensburg, Senior Plant Production Consultant

14:00 Visit to case farm, Crop production,

Vosnæs Gods

Vosnæsvej 9, Løgten

8541 Skødstrup

<http://www.vosnaes.dk/>

- Optimizing profit
- Controlling costs

- Investment planning
- Marketing

Thursday 8 December

8:45 Arrival at the Knowledge Centre

9:00 – 9:45 Planning of the open land (ML 6)

- Design of housing systems
- Location of farms

By Kræn Ole Birkkjær, Senior Advisor, Planning and Environment

9:45 – 10:00 Coffee break

10:00 – 11:00 Controlling of costs in Pig Production (ML 6)

- Type of costs
- How to forecasts the costs
- How to control / follow up
- Systems used

By Jette Pedersen, Project Manager, Pig Production

11:00 Departure from the Knowledge Centre

11:30 – 12:45 Stop-over for lunch

13:00 Departure to visit case farm, Pig production and own farm shop-outlet

Gårdbutikken

v/ Tine Thybo

Boesvej 11

8660 Skanderborg

<http://www.johannesminde.dk/gaardbutik.htm>

- Optimizing profit
- Controlling costs
- Investment planning
- Marketing

Friday 9 December

8:45 Arrival at the Knowledge Centre (ML 9 all day)

9:00 – 12:00 How to implement lessons learnt in a Slovenian context?

Business model for advisory services

- Bulk, value added and diversified production systems
- <http://www.businessmodelgeneration.com/toolbox>

By Ivan Damgaard, Chief Marketing Consultant, Business Finance and Management

12:00 – 13:00 Lunch

13:00 – 14:15 Group presentation of the business model

14:15 – 14:30 Coffee break

14:30 – 15:30 Agreement on further cooperation

By Jørgen Korning, Head of Team, Project and Business Development,

Saturday 10 December

- Travel back to Slovenia