



Cross visits

Deliverable D2.5



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Deliverable D2.5

Cross visits

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Lead partner: AU

Author List: Sønderskov M. (AU)

Reviewed by Leader of Work Package and Coordinator: Picaud C. (CRA-Occitanie) and Nicolas Munier-Jolain (INRAE)

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A bstract

In IPMWORKS, cross visits were considered an integrate part of networking. There are many benefits of encouraging experience exchange across national borders or regionally in countries. The main reason for organisation of cross visits in IPMWORKS was to increase discussions among farmers and advisors/hub coaches that promote IPM implementation and pesticide reductions. Visiting different regions or countries with different background can increase innovation and provide confidence in changing cropping systems and management strategies. It can also increase awareness of upcoming problems and mitigation measures. In addition to creating opportunities for interaction among hubs, participating in a cross visit was observed to stimulate interactions within a hub and to strengthen the bonds and confidentiality among hub farmers. The joint experience increased the hub member's willingness to share details about their own farm in the hub. In total the hubs participated in 51 cross visits either as hosting or visiting hub.

In general, hub farmers and hub coaches found the cross visits inspiring and worthwhile and highlighted the benefits of seeing different cropping systems with a large variety of IPM tactics and strategies. The practical challenges experienced were related (i) to find relevant hubs to visit, (ii) to find suitable timing for the involved participants, (iii) to organise the individual items on the agenda with sufficient variation in the locations to visit, (iv) language barriers. The challenges reported on the profession content was related to finding suitable hubs with similar focus topics and growing conditions. The extent of technical information can be high and measures to overcome the condensed information flow was discussed. A mix of experimental platforms/experiments and farmer's fields were reported as optimal by some groups along with a wish to ensure that demonstration trials or in-field comparisons are part of the programme.

It is important to make participants comfortable with sharing experiences, and including social activities is recommended.



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1. Introduction

Cross visits were envisioned as a tool to increase knowledge sharing across hubs as an addition to the sector meetings organized during the project. The sector meetings were mainly organized online among hub coaches and the cross visits were an opportunity for both farmers and hub coaches to meet in person and have a more direct and targeted exchange of knowledge and ideas on innovative management strategies.

The aim was to organize at least 25 cross visits in the project lifetime. The focus was initially on exchanges with neighbouring countries or regional proximity. The reason for this was the expectation that farmers would be more interested in visiting farms with cropping systems based on similar climatic conditions. The methodology applied was based on experiences from previous and ongoing projects, e.g. NEFERTITI.



Fig. 1. Group of greenhouse farmers

2. Methodology and guidelines

At the beginning of the project a guideline was developed to support the organisation of cross visits. General recommendations were shared at the kick-off meeting (October 2020) and further communicated at the first annual meeting (October 2021).

The guideline (Annex 1) covered the following items:

- What is a cross visit and why organise a cross visit?
- How to initiate a cross visit
- Purpose and main topics for the cross visit
- Planning and expenses
- Carrying out the cross visit
- Feedback



Fig. 2. Group of vine producers



3. Cross visits in IPMWORKS and practical recommendations

The project started in the middle of the COVID-19 pandemic and therefore the cross visits were off to a slow start. There were differences among sectors, mainly due to the number of hubs in each sector (Table 1). The number of participating hubs was also variable among the cross visits, mainly one or two hubs visiting another hub. In total, 20 of the 22 new hubs created in IPMWORKS were involved in a cross visit one or several times and three of the existing national networks participated in cross visits (namely DEPHY-FR, LEAF-UK & PESTIRED-CH). In total the hubs participated in 51 cross visits either as hosting or visiting hub (i.e., 21 events, 30 visiting hubs).

Table 1: Cross visits in IPMWORKS.

Sector	Date	Hosting hub partner (country)	Visiting hub(s) partner (Country)	Main theme of the visit
Arable	Jun. 2022	Teagasc (Ireland)	JHI (UK)	Transition to direct drilling, integrating technology, aphid monitoring for BYDV, grass weed resistance
Arable	Nov. 2022	JHI (UK)	Teagasc (Ireland)	Cover crops/companion cropping as a mean to reduce pesticide use
Arable	May 2023	INRAE (France)	DEPHY (France) Agroscope (Switzerland)	Crop rotation, agroecological infrastructures, visit CA-SYS (a large-scale experiment on cropping systems)
Arable	Jun. 2023	Teagasc (Ireland)	DL and Velas (Denmark)	Grass weed and resistance management, Crop rotation, alternative disease management, Advisory service structure, fallow management,
Arable	Jun. 2023	DL and Velas (Denmark)	Teagasc (Ireland)	Grass weed and resistance management, Crop rotation, soil tillage strategies
Arable	Jun. 2023	SSSA (Italy)	JKI, Agroscope, INTIA, JHI, DELPHY, and KGSZ MB (Germany, Switzerland, UK, The Netherlands, Slovenia)	Low input for low productive systems, forage crop management, flower strips, alternative crops, biostimulants, living mulch, variety selection, silvoarable systems, intercropping
Arable	Jun. 2024	DELPHY and WR (The Netherlands)	JHI (UK)	Grass buffer strips, mechanical weeding, electrical weeding, robotics/precision farming, data management, regenerative agriculture, tillage systems, forecasting/DSS, cover crops



Arable	Jun. 2024	JHI (UK)	DELPHY and WR (The Netherlands)	Biostimulants, beneficiary insects, promotion, companion crops in oilseed rape, late blight management, regenerative production, IPM in potatoes and combination of arable and vegetables crops
Arable	Jun. 2024	JKI (Germany)	KPODR (Poland)	Crop rotation diversification, mechanical weeding, IPM in general
Arable	Jun. 2024	JHI (UK)	LEAF (UK)	IPM in general, cover crops, companion cropping
Outdoor vegetables/ Greenhouse	Jul. 2024	CONSULAI (Portugal)	COEXPHAL and APCA/CRAO (Spain, France)	IPM in general, irrigation, soil health, weed management, false seedbed, hedges for biocontrol
Outdoor vegetables/ Greenhouse	Nov. 2023	COEXPHAL Spain)	CONSULAI (Portugal)	IPM in greenhouses (improvement of soil health, biological control)
Outdoor vegetables and soft fruits	Sep. 2022	ProAgri (Finland)	INAGRO and BIOSENSE (Belgium, Serbia)	IPM strategies in general (Biologicals, biodegradable film, ozone water application)
Outdoor vegetables and soft fruits	Mar. 2024	INAGRO (Belgium)	ProAgria (Finland)	Thrips and suzukii fly management, IPM in general
Outdoor vegetables	Oct 2024	APCA/CRAO (France)	LEAF (UK)	Diverse vegetable production systems engaged in IPM strategies, monitoring system, alternative methods (biocontrol..)
Vine	Mar. 2024	FEUGA (Spain)	APCA/CRAO (France)	Cover crops, cultivation to increase ventilation, grass management, water availability, harvest methods, environmental certification
Vine	Apr. 2024	APCA/CRAO (France)	FEUGA (Spain)	Cover crops, mechanical weeding by robots, electric weeding, biocontrol solutions and resistant varieties, organic production, precision spraying technics
Orchards	Nov 2024	SSSA (Italy)	APCA/CRAO (France)	IPM in general, technical equipment
Orchards	Jan. 2025	APCA/CRAO (France)	SSSA (Italy)	IPM in general, technical equipment

4. Reported benefits from cross visits

The main reason for organisation of cross visits in IPMWORKS was to increase discussions among farmers and advisors/hub coaches that promote IPM implementation and pesticide reductions. Visiting different regions or countries with different background can increase innovation and provide confidence in changing cropping systems and management strategies. It can also increase awareness of upcoming problems and mitigation measures. For more considerations on the professional content refer to section 6.



Very high satisfaction among the IPMWORKS farmers who had the opportunity to participate in cross visits was reported by the hubs, which participated in the activity. The intended benefits were generally achieved, with some challenges that are discussed below. In addition to creating opportunities for interaction among hubs, participating in a cross visit was observed to stimulate interactions within a hub and to strengthen the bonds and confidentiality among hub farmers. The joint experience increased the hub member’s willingness to share details about their own farm in the hub. One experience from an IPMWORKS cross visit was that the activity in an existing WhatsApp group of that hub increased after the cross visit, therefore enhancing communication and collaboration on the local level.

The partners involved in hosting cross visits were both farming advisory services and research organisations. When research organisations were involved, the perception from the hubs were generally that it was interesting to get information about the ongoing scientific activities, and to see experimental field trials. Some remarks were made that the number of such locations during a cross visit should be low as it can be difficult for some participants to stay concentrated through scientific subjects and communication, but in general high interest was reported on visiting experimental fields in addition to farmer’s fields.

Even with highly variable cropping conditions, the farmers found inspiration from alternative management strategies and considered it useful to discuss why specific tactics can work under different climatic or soil conditions or not.

Innovative farmers are often eager to showcase their systems and strategies, and to explain the reasoning behind their practices. This openness can be highly inspirational for other farmers, often sparking further adoption of IPM practices on their own farms. While this is not limited to international cross-visits, a broader benefit has been observed when farmers engage with peers from outside their immediate region. To gain the most from cross visits and motivate discussion, it was recommended to create a large variability in the agricultural systems that were visited, e.g. conventional high input systems versus low input regenerative systems, organic versus conventional, small scale versus large scale. Another suggestion was to visit several farmers with similar crop rotations (crops) but demonstrating different IPM approaches: precision agriculture and robotics, regenerative agriculture, organic etc. The main point was to avoid visiting several farmers with similar practices in a cross-visit programme.



Fig. 3. Group of arable farmers studying a field experiment comparing cover crop and cropping system’s effect on run-off and soil filtration



5. Reported challenges and mitigation measures

5.1. Find suitable hubs for a cross visit

It proved difficult for some Hub Coaches to find a suitable host hub for a cross visit. The cropping systems among the new IPMWORKS hubs were highly variable and local conditions varied in terms of climate, soil conditions, market opportunities, regulatory frame etc. The variability in major pest problems and current cropping practices limited the perception of benefit from cross visits for some hubs or hub farmers. For some of the sectors, the small number of hubs among the new hubs in the IPMWORKS network was the main challenge. The opportunity to find hubs or demonstration farms in existing national networks was not sufficiently structured in the beginning of the project and it was mainly in the end of the project that this opportunity resulted in some cross visits (e.g., DEPHY outdoor vegetables in Brittany and olive growers from southern France hosting an IPMWORKS hub from Tuscany early 2025).

Recommendation: *Facilitation of common topics in a structured way can improve the planning of cross visits and make it possible to select hubs with similar issues and/or cropping systems. This requires a better overview of specific topics targeted in the network hubs. The hub journals were expected to enable hub coaches to find other hubs with relevant focus topics, but hub journals were not used for this purpose to a wide extent. For the future, topics might be communicated in a more direct, condensed format to enable a more rapid search. It will also be recommendable to establish better communication with existing networks on topics and locations for cross visits. Communication on individual cross visits could be spread wider among network hubs to enable more hubs to join. To this end, the project plan was to have the cross visits announced on the NERFERTITI website/calendar. Most of the cross visits were discussed at sector meetings, but other routes of communication might have increased awareness among hubs. Increased use of e.g. a WhatsApp group for announcements among hub coaches might be beneficial. During the project, reports of cross visits were published in the internal IPMWORKS hub coach newsletter to stimulate awareness of Hub Coaches about the benefits of the cross visits.*

5.2. Communicating specific cropping system details

Large amount of information can be overwhelming if it is related to a farming practice which is very different from your own, or if there is a language barrier.

Recommendation: *Ensure that a visit to a farm always include a field visit and time to digest information, e.g. free time for discussion among farmers. To support understanding and dissemination, one option is to make graphic illustrations on boards/posters and to bring them to the field to help visualising details. If a farm has a very complicated or unusual cropping system, making a visual overview can also increase understanding among the visitors. If the topic is on technical equipment, time allowed to have a closer look and ask questions one-to-one can benefit understanding.*



Organising cross visits is always a challenge! How can it be organised successfully?

- **Early and Effective Organization:** Start planning early with a flexible structure to accommodate changes and ensure engagement from participants.
- **Focus on Practical, On-Site Learning:** Prioritize visits to farms with similar agricultural practices or facing similar challenges to ensure the relevance and applicability of the learning experience.
- **Address Communication Challenges:** Implement efficient bilingual communication strategies or choose locations with minimal language barriers to facilitate deeper learning.
- **Ensure Cultural and Climatic Relevance:** Select destinations that are climatically and culturally relevant to the participants' farming context to maximize the usefulness of the visit.
- **Financial Strategy and Commitment:** Consider financial strategies that ensure commitment from participants and explore funding options to facilitate participation

Fig. 4. Advice posted in the Hub coach newsletter during the project

5.3. Timing

Farmers and hub coaches/advisors are very busy during the growing season for field crops, but this is also the season where the most interesting visit can be scheduled. It can be difficult to have the local farmers joining the full programme and not just being present at their own farm.

Recommendation: *Scheduling well ahead is important and should consider the main topic's optimal timing. The value of having the hosting hub farmers joining farm visits should be communicated to ensure that they are aware that they are expected or wanted during the full visit, not only on their own farm. A cross visit can be presented and perceived as a hub meeting as well as a cross visit. It is important to consider timing relevance for both the hosting and visiting hub farmers.*



5.4. Language

Language can be a barrier, as there is a specific terminology connected to agriculture, which is different from everyday language. In some regions, other languages than English can be common, but for most cross visits English is the only option.



Fig. 5. Field discussions

Recommendation: *It is important that the organising group has a realistic perception of the language level among the participants and organise translation support, when not everyone speaks/understand sufficient English. This will increase time requirement on each location but benefit the outcome of the visit. Relying on graphics and visual communication more than long talks can also increase general understanding. If possible, arrange for translation of distributed material before the cross visit.*

5.5. Size of cross visits

There have been different opinions on the number of participants for an optimal cross visit. A large number can limit the opportunities to have direct interactions and might prevent some participants from participating in the discussion. On the other hand, the more people present, the more knowledge and experience are available for the discussion.

Recommendation: *Discuss the size of the cross visit with participants when organising the visit. Make sure that everyone is comfortable with the setting and willing to share experiences and opinions with the group participating. If two hubs have made an agreement to limit the cross visit to their hubs, this should be respected by other hubs, even if they find the topic interesting. Additional cross visit with similar topics and locations can be scheduled if there is a high request.*

5.6. Other practical aspects

Weather often interferes with plans and should be considered, especially if the season or geographical location make such events likely.

Recommendation: *Have backup plans if rain or other weather events interfere with plans. Potential indoor facilities and posters/presentations that show details from the field can be organised. It is also an option to have alternative locations as backup, but this requires a larger amount of planning and flexible hosts.*



Fig. 6. Indoor facilities can be a benefit

With several hubs joining, different arrival and departure times can be a challenge. Timing of the individual farm visits is a challenge and buffer time can mitigate this in a packed schedule.

Recommendation: *If several hubs are joining, make sure that everyone is ready to start the programme at the same time. If a hub arrives late, start the programme and let them join later*



6. Professional content

6.1. Climatic conditions are very different within Europe, and this can make it difficult to transfer strategies among regions.

One of the main comments made in the reports from cross visits were that the farmers found it difficult to transfer strategies communicated within a cross visit to the farmer’s local conditions. Most strategies are not directly transferable among regions, and the challenge is to find possible adjustment methods to implement similar strategies with local adaptations. The facilitators/hub coaches can help bridge between the different conditions and make the farmers aware of any similarities instead of focussing on differences. In many cases, the perceived barrier of different conditions is overcome during the cross visit. Additional benefits of joining a cross visit can often compensate for lack of specific tactics to implement when back home (refer to section 3.2). It can also be of value to experience that your own hub has implemented more advanced IPM strategies than the hub you visit.

Visiting hub in regions with different conditions can be a way of preparing for changes in climatic conditions in the home region.

6.2. Technical inspiration

In many of the reports on cross visits, there is a focus on sharing experiences of technical equipment or technics. There is a high demand for innovation when working with new techniques and farmers are generally happy to share good ideas and gained knowledge. Often it is recommendable to include some discussion on machinery in a farm visit. Equipment for mechanical weeding has been demonstrated at some cross visits and additional experience sharing was observed following the cross visit. There are, however, a wealth of machinery available and investment in new, specialized machinery can be necessary if farmers wish to adopt a new practice, leading to substantial financial costs that can be prohibitive, especially for smaller farmers. The adjustment process can be time-consuming and disrupt established workflows, further discouraging adoption. Economic constraints also play a critical role, as the initial investment needed to purchase or modify machinery can be high.



Fig. 7. Discussion on machinery

6.3. Including demo-activities/field comparisons of specific management tactics

Some reports of cross visits pointed to a lack of in-field comparisons or demonstration trials for the cross visit. If demonstration trials are available, such activities are of high value to initiate discussion. Small scale non-scientific trials can be of high value.



6.4. Follow-up

If time allows, it can be beneficial to spend time to discuss the topics at the end of the visit among the participating hubs and try to make some conclusions. The visiting hub can also dedicate some time at the next hub meeting to discuss the inspiration and possible implementation of any relevant tactics or strategies they have been presented for during the cross visit.

6.5. National regulations

There are differences in national regulations among European countries. Therefore, variation in fertiliser strategies, cover crop management and other practices is present, not only for agronomical reasons, but also for environmental protection reasons. When such differences are present and interfere with the topics discussed, it is important to include this in the discussion to bring everyone to the same understanding. There are also differences among countries in authorisations of plant protection products, which induce differences in management practices.

6.6. Market opportunities

Diversification of crop rotations is a major topic for arable crops, but it can be difficult as many new or minor crops are either only possible with a contract or comes with requirements for establishing a market, which involves the full supply chain and large efforts for the farmers. Increase market value of specialised products, like vine, oil or similar, can also be targeted. If some farmers or local areas have been successful in building such market opportunities, it can be included as a point of interest at a cross visit. Labelling of special production systems or produce is also of interest to increase potential market opportunities.

7. Social activities

Including initial ice-breaking events (presenting the hubs and members of the hubs or making an informal introduction activity) can be a worthwhile investment to increase interaction among participants of the cross visit.

Common meals during the programme: organize a common dinner either at a local venue or hosted by a farmer (e.g. BBQ). An informal setting can increase communication among the participants.

Different opinions on the benefit of including non-professional activities were reported. Some participants valued local sightseeing beyond the professional programme to experience local cuisine or historical sights. It is important to align expectations in the programming phase as much as possible.





Fig. 8. Visiting a winery

8. Conclusions

Organising cross visits can be difficult, but it is worth the effort and can add inspiration to the work in hubs. An increased familiarity with fellow hub farmers can be an additional benefit of organising cross visits for newly created hub. Most farmers and hub coaches reported positive outcomes of participating in the cross visits of IPMWORKS. It is one of the major advantages of being part of a trans-European network of demonstration farms. There are, however, some requirements for such visits to be successful. The planning can be time consuming and focussing the topics difficult. Specifically, for IPMWORKS, the COVID-19 pandemic during the first years of the project made it difficult to initiate this activity.

A list of recommendations was extracted from the reports of cross visits and was included in this report, including both practical advice and more professional targeted recommendations for cross visits.



Annex 1. Guideline for cross visits





Cross visit guideline

Task 2.5



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**An EU-wide farm network demonstrating and promoting
cost-effective IPM strategies**

Coordination and Support Action (CSA)

01 October 2020 – 30 September 2024 (48 months)

Cross Visit guideline

Work package: WP2 – WP Network Building

Work package leader: Calypso Picaud, Chambre d'Agriculture Occitanie/CRAO

Work package co-leader: Mette Sønderskov, AU

Author(s) List: Mette Sønderskov (AU)

Calypso Picaud (CRAO)

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1. What is a cross visit?

In IPMWORKS a cross visit is an event gathering farmers and hub coaches from different hubs in different regions in Europe to exchange experiences with IPM. The intention is to make the visits cross border, but national cross visits between regions can be relevant.

1.1. Why organize a cross visit?

Two options for hubs 1) you want to invite another hub to visit your hub 2) you want to go visit another hub.

If you find that you have some interesting IPM issues in your hub and you want to discuss them with other farmers or find that a successful IPM tool or strategy can inspire others, then you can take initiative to a cross visit by inviting another hub (or a few hubs).

If you have a certain issue in your hub and you want to get inspiration to solving it, you can enquire if other hubs have similar issues and you can organize a cross visit to another hub with experiences on that topic.

2. How to initiate a cross visit

Every hub coach can approach other hub coaches and suggest a cross visit. Additionally, everyone in the project can suggest useful cross visits to the hubs, and the sector leader has a special position to see potential beneficial cross visits. The sector leader can suggest potential matches among hubs in the sectors to the hub coaches or partners organizing hubs.

2.1. Where to find other hubs to suggest a cross visit?

A facility for communication has been established at SharePoint in the [WP 2 page](#). [Here](#) you can enquire if another hub is interested in organizing a cross visit (figure 1). It is also possible to contact the sector leader to establish a contact.

A [list of contact](#) information on hub coaches is available at SharePoint.

An informal WhatsApp group has been established for hub coaches to share ideas, challenges and ask questions for other hub coaches “Hub coaches IPMWORKS”. If hub coaches want to join, contact Barbara Castro hub coach for CONSULAI (Portugal): bcastro@consulai.com.

If you want to read more about the hubs in the network, you can visit <https://ipmworks.net/networks/>. The newly established hubs will make a description of their hub and the main issues they target in their IPM strategies. This way other hubs can search for

hubs with similar interest. The existing national initiatives included in *IPMWorks* are also included and you can find links to the national webpages.

The task leader and sector leader will assist whenever needed to organize and plan cross visits.

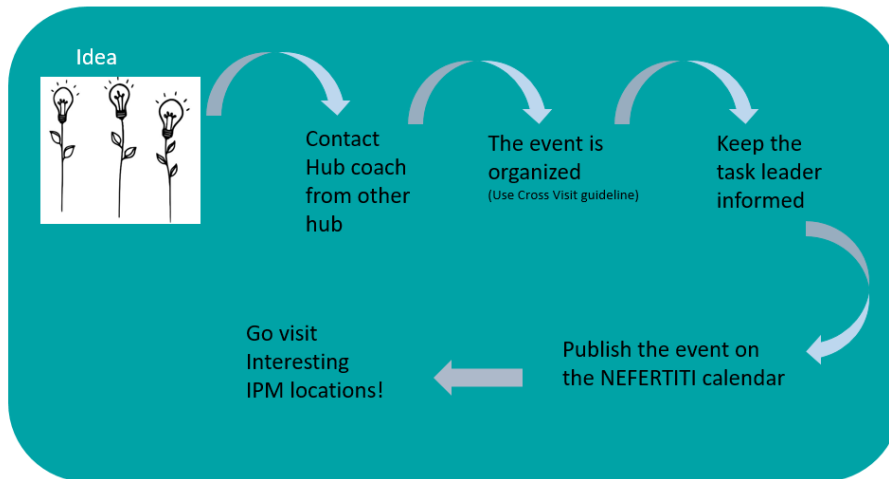


Figure 1: process to organise a cross visit. Refer to relevant sections of this document for details.

3. Purpose and main topics for the cross visit

When a match is made between hubs with common interest in a cross visit, the purpose and main topics should be made clear in a few bullet points to align the expectations of host and guests. The hub coaches of the participating hubs are responsible.

If relevant, the visiting hub can write a list of questions they have on the topic before the visit to enable the hosting hub to prepare them-selves.

The overall purpose is to provide inspiration, give room for discussion and strengthen the network.

4. Planning and expenses

The participating hubs agree on dates and location. The hosting hub coach propose accommodation and make a plan for the visit including meals (or delegate the task to a member of the hub). The visiting participants or the organization responsible for the hub covers travel expenses and accommodation. Evening meals are as a rule self-organized and paid by the visiting hub, unless other arrangements are made by the hosting hub. The hosting hub covers any expenses during the common activities, e.g. common lunch and transportation between locations (not from airport or similar at arrival).

4.1. How to communicate on the cross visit

The hub coach of the hosting hub is responsible for distributing the event in the project on the NEFERTITI platform. When naming the events, start with “Cross visit:” and then add a title for the visit, e.g. “Cross visit: Management of grass weed in no-till systems”.

It is important to inform the task leader (Mette Sønderkov, AU, mette.sonderskov@agro.au.dk) once a visit is planned to make sure that the list of cross visits is up to date. In the end of the project we should have organized 25 cross visits.

Contact your sector leader when organizing a cross visit. Both the sector leader and task leader can assist in planning if needed.

5. The Visit

The hosting hub coach is responsible for planning the visit with respect to the purpose agreed upon by the host and the guests (figure 2). The following aspects should be included:

- Start with time and activity to be acquainted (suggestions: coffee/tea, each participant present themselves, a speed date between participants of each hub, physical activity etc.)
- Presentation of local conditions and basis of the cropping system in the local area – either at the farm if room is available or at a nearby location (hub coach organization or similar). Time to discuss differences and similarities between the conditions and common practice of host region and guest region.

Questions to be discussed can be:

- What initiated the introduction of IPM related to this topic in the hosting hub?
 - How did you start? Or where did you find inspiration?
 - What are the main obstacles? What was tried but discarded?
- Visit to one or more farms illustrating the chosen topic/issue of the cross visit with time to discuss either in the field or at the farms depending on weather and availability of room on the farm.
 - If the visit lasts more than one day, it is recommended to organize some social interaction in the afternoon/evening. Visit a local attraction, go for a walk in a forest/ along the beach/ in a city, visit a local brewery or local specialty food production etc.
 - End the visit with an evaluation/feedback session. This can be part of the discussion on farm or at another location after the farm/field visits. Discuss the interest the visiting hub had in the cross visit and whether the participating hubs want to have a common online group to enable further discussion in the future (discuss the media to use and whether you want to welcome others to the group). The hub coach of the hosting hub is responsible for making a short summary and give the feedback to the cross visit task leader.

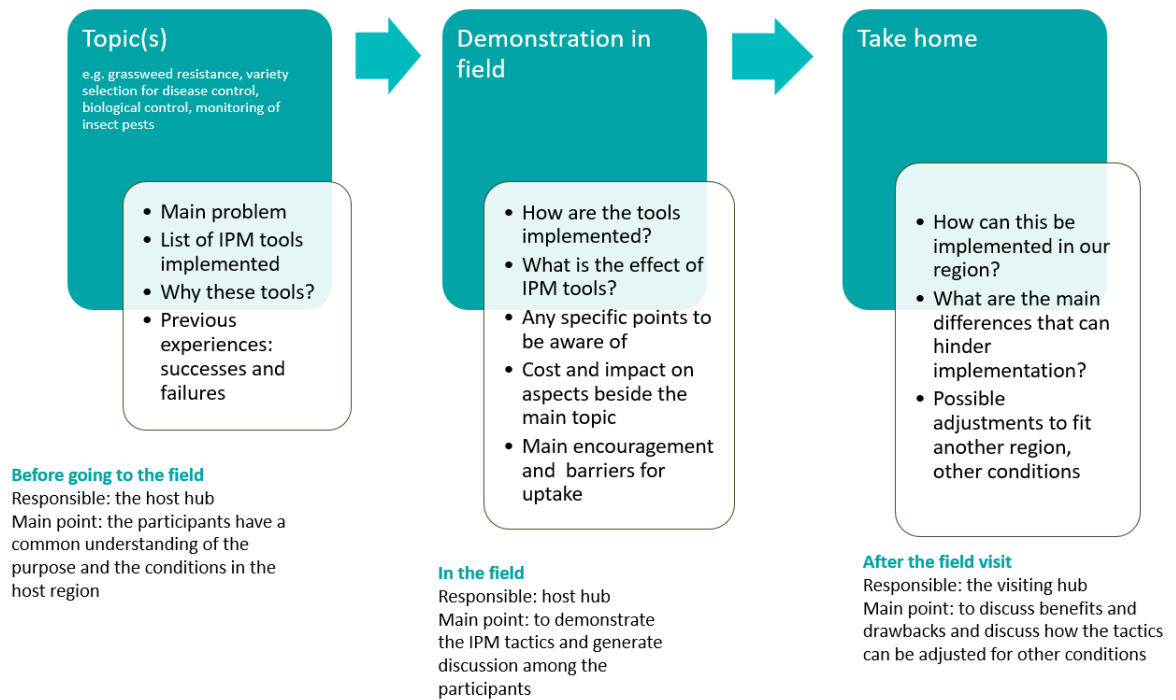


Figure 2: Schematic visualizing a cross visit. The suggested questions and issues to discuss, as well as the indication of responsible party, are suggestions to activate all involved participants and make sure that the hubs get value from the visit.

6. Feedback (Evaluation)

As a last step in the visit, the participants give feedback on the visit –both hosts and guests. The feedback should include both the actual IPM tactics, which have been demonstrated and elements regarding the visit itself.

The feedback on IPM tactics or strategies can be used by the participants to reflect on and to further develop the strategies (figure 2 –Take home).

The feedback on the visit itself can be used for future cross visits and should be returned to the task management (task leader). This point may be adjusted when the processes within the project are further planned.

Feedback is also recommended through social media as short posts on the visit to inspire other hubs and farmers.

The feedback to the project is via the hub journal and a short announcement of the cross visit should be sent to Calypso Picaud calypso.picaud@occitanie.chambagri.fr to be included in the hub coach newsletter.