



## NATIONAL WORKSHOPS REPORT TEMPLATE

---

### IPMWORKS National Workshop **SPAIN**

#### SESSION 1: Validation of recommendations

Date: 15 feb 2024

Place: Almería (Spain)

Type: Videoconference

National Focal Point for **COUNTRY NAME**: SPAIN

Reporting person for this meeting: Miguel Giménez Moolhuyzen

---

#### **Participants:**

- Miguel Giménez Moolhuyzen, Hub coach, COEXPHAL (facilitator)
- Gladys Sánchez Garrido, advisor, COEXPHAL (script)
- Felipe Hernández, advisor, LAS HORTICHUELAS (Coop)
- Miguel Ángel Escánez, Grower, LAS HORTICHUELAS (Coop)
- Carmen García García, Coordination of agricultural training programmes, Andalusian Government.
- Rocío López, Head Advisor and marketing, BIOLINE (supplier of biological control tools)
- Adolfo Chavernas, Head of the Agriculture, Livestock, Industry and Quality Service, Andalusian Government
- Carmen Méndez, Demonstration Farms Advisor, TRAGSA Andalusian Government
- Sandra Aldaz, Advisor, INTIA
- Lucía Lloret, Director national projects, FEUGA
- Jose María Márquez, Advisor, Bodegas martin Codax.
- Carlos Alberte, Director of Viticulture and R&D&I at Viña Costeira and member of the HUB
- Elena Piñeiro, Advisor, Galician Association of Rural Advisors
- Xoan Allegue, Hub Grower, Martín Códax winegrowers' cooperative
- Rebeca Díez, Project coordinator, FEUGA
- Ángela Muñiz, Advisor and hub coach, FEUGA

This session was held telematically on 15 February 2024. Given the geographical dispersion of the hubs in Spain, this type of meeting was our only viable option. Face-to-face meetings are preferable as the exchange of information is much more fluid and personal interactions are better. Nevertheless, the overall impression was that the collective participation was satisfactory, could have been better, and the conclusions reinforce the results and recommendations of IPMWORKS.

The coordination from the NFP contacted the hub coaches in FEUGA and INTIA to prepare and agree on the points to be discussed at the meeting and to initiate personal contacts between stakeholders to achieve a good representation in the national workshop. These personal contacts were made by telephone to obtain the commitment to participate directly. Once this was achieved, the agenda for the session was sent by e-mail with the issues to be raised.

The agenda of the session was set up in agreement with the indications put forward by FEUGA.

## **AGENDA**

### **09h00- 09h15**

*Introduction to the network of demonstration farms and the methodology followed during the implementation of the IPMWORKS Project. The main objective of this initiative is to demonstrate with pioneer farmers that Integrated Pest Management works and reduces the dependency on pesticides.*

*Presentation of the IPM Conference 2024, jointly organised by IPMWORKS and IPM Decisions in Brussels, 14th May 2024.*

### **09h15-10h00**

*Session 1: Validation of IPMWORKS recommendations for scaling up the adoption of integrated pest management practices through demonstration farm networks and activities with farmer groups.*

*The following issues will be discussed:*

- *How can demonstration events boost the adoption of Integrated Pest Management practices?*
- *What are the main obstacles identified to scaling up the impact of demonstration visits and peer-to-peer learning?*
- *How should producer groups adapt Integrated Pest Management to address the obstacles in their local context?*

Following the proposed agenda, the IPMWORKS Project was presented for 15' using some of the material proposed by FEUGA and CIHEAM. This section served to situate the participants and to define the framework for discussion.

The main responses and comments are summarised below:

- **Can demonstrations and hubs drive the adoption of integrated pest management practices ?**

**Grower 1 (Coop) :** Despite being close to each other, the perception we have when we adopt this type of practices related to IPM is often that we are on an island where contact with the outside world is limited. The more demonstrative we are and the more farms that join this initiative to pass on

knowledge and experience in pest management, the greater the impact we will have on the adoption of this methodology.

**Advisor 1 (Industry)** : The organisation I work for has collaborated in the IPMWORKS demonstration activities, but we have also incorporated this methodology into the way we relate to our clients. For us it is not only a commercial strategy but we also seek a symbiosis between field technicians, our company, and the producers and their farms that serve as a showcase for the adoption of useful and effective strategies to reduce fears. We are already aware that trust is generated from one farmer to another. In order to achieve success in a demonstration activity and promote this adoption, the most important thing is to generate trust on an equal footing (farmer-farmer), with the role of the technician and his involvement being fundamental. Co-creation and joint involvement between technicians and farmers in integrated pest management is very important. There has to be awareness and involvement and it is also necessary to introduce on the farms specialists in the detection, monitoring and follow-up of pests and diseases because often the technicians and even the owners do not have the time to specifically develop a task as important as this.

**Advisor 2 (association representative)** : The hubs and demonstrative practices in which farmers and livestock farmers participate alongside technicians are extremely important. We technicians in particular are very saturated with information and we don't have time to train ourselves. Demonstrative activities in this sense are very good, they have a high return and allow us to invest the time we devote to them. They also allow a very interesting relationship of trust to be built up very quickly between technicians and farmers, which makes them much more profitable in terms of time spent and learning achieved compared to other types of strategies. It is important and fundamental that there are good communicators.

**Policy maker** : The Andalusian administration and the Ministry of Agriculture has its own network of demonstration farms, perhaps small, but we see that the message we want to send for the adoption of integrated pest management is getting through. It is the farmers themselves who explain, for example through videos, what they are doing and how they deal with the problems they face. These demonstration activities allow strategies to be shared and show that integrated pest management works and is profitable for farmers. With this tool and from the administration we support and promote very strongly the adoption of this type of systems by farmers.

- **What are the main obstacles to scaling up the IPMWORKS methodology?**

**Policy maker (training programmes)** : In my organisation we are responsible for training and accreditation programmes for integrated production technicians. One impediment in the preparation of these events is that preparation is necessary, this cannot be improvised. You have to prepare a space properly and you have to have time. Farmers and technicians do not usually have time and must be aware that they must dedicate part of their working day to training. Company directors and managers must be aware of this.

There is also the added difficulty associated with the reward a farmer receives for participating in such activities. There are some whose generous mindset of sharing knowledge and experience facilitates

the exchange, but it is important that they receive recognition, either financially or in inputs, or even that they receive recognition as collaborating teachers.

**Hubcoach 1** : Finding dates when the key players in the demonstration activities are available is difficult. They are often unavailable and it is difficult to align agendas.

**Grower 2** : In my area farmers have small plots and it is important to create links between farmers and technicians. The trust generated is fundamental and is established when there is a perception that one helps in order to be helped. If this trust exists then the availability of dates ceases to be a complicated problem to solve, although it is necessary to adapt to the weather and workloads, avoiding times such as harvesting or important tasks in the calendar.

- **¿Cómo deberían personalizarse los HUBS para abordar los obstáculos en su contexto local?**

**Advisor 2 (association)** : Having a good communicator who knows the reality of the farm and the system is very important. Producers are interested in these activities, but if the contents are not well communicated, if there is no in-depth knowledge, if there is no good facilitation, then it is difficult for them to want to participate again.

- **Factores que dificultan la aplicación efectiva de la metodología IPMWORKS en vuestra zona**

**Advisor 2 (coop)** : The size of the farm is important. It is usually easier for large farmers with a certain level of business organization to participate, rather than smaller farmers who may be more reluctant in principle.

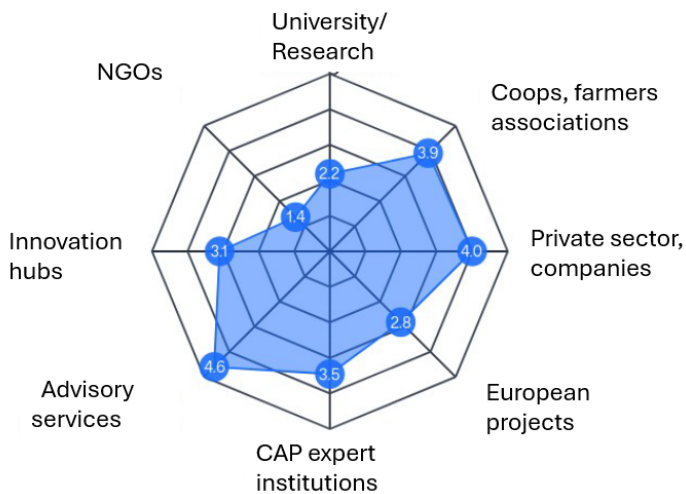
The screenshot shows a Microsoft Teams meeting window. The main content is a presentation slide titled "IPMWORKS Recomendaciones para organizar con éxito una demo". The slide lists the following recommendations:

- Asigne **tiempo y recursos** para una preparación adecuada.
- La **implicación** en el proceso de las partes interesadas.
- Identifique **temas de interés convincentes**
- Seleccione una **buena ubicación**.
- Buscar el **momento** mejor de la campaña
- Hablar de **historias de éxito** y lecciones aprendidas.
- La promoción proactiva de las **demonstraciones buscando una amplia participación**.
- Utilizar herramientas de **facilitación**

The meeting interface includes a grid of participants, a list of names on the right (including Gladys - Coeaphal, Adolfo Chavernas, Ángela Muñiz, Carlos Alberto, Carmen, ELENA, Felipe Hernandez, IFAPA Carmen G., Jose María Márquez Chantada, LOPEZ CESPEDE, and Lucía Lloret), and a Windows taskbar at the bottom showing the time as 15/02/2024.

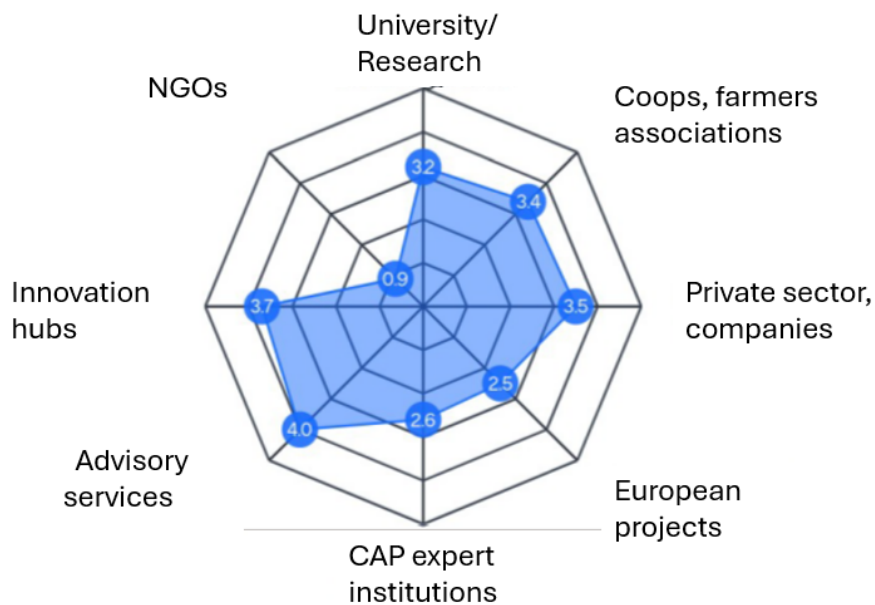
## MENTIMETER ACTIVITY

### 1. Which AKIS agents in your region are more experienced in IPM ?



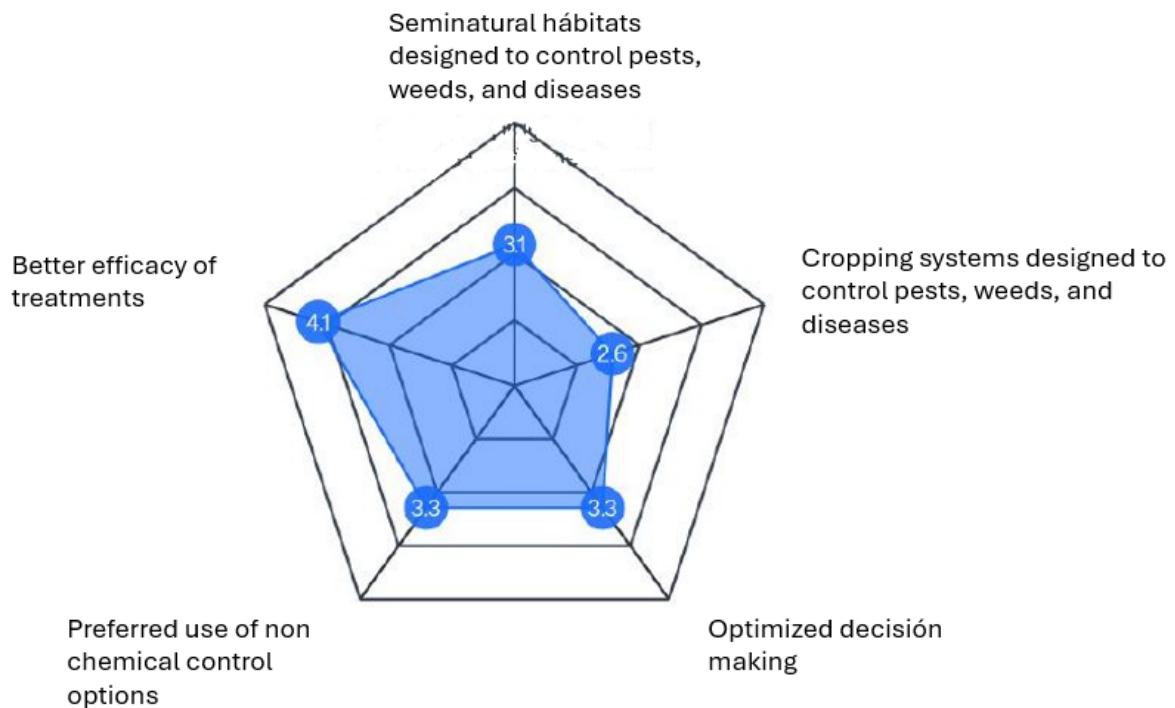
Los actores que mejor puntúan son los servicios de asesoramiento y las empresas del sector junto con las cooperativas y asociaciones de productores. Los que peor las ONGs y las universidades y centros de investigación.

### 2. Which groups show higher interaction (networking) with others, promoting the exchange of information and knowledge?



Los actores que mejor puntúan son los servicios de asesoramiento y las empresas del sector junto con las cooperativas y asociaciones de productores. Los que peor las ONGs y los proyectos europeos y CAP expert institutions.

### 3. Rate the perceived degree of difficulty in the following IPM practices



The most difficult perceived practice is to improve the efficacy of treatments, the easiest one is the design of cropping systems to control pests, weeds, and diseases.

### GENERAL REMARKS

- Good alignment with the IPMWORKS recommendations to achieve a better implementation of the suggested methodologies for the implementation of integrated pest management strategies.
- In general, the same recommendations have been provided and the same kind of difficulties have been pointed out as at the beginning of the session. It is important to highlight that producers are willing to participate in demonstration actions when they are aware that they are helping in order to be helped, i.e. when the exchange is fair and balanced.
- The collective participation was generally satisfactory but, in our opinion, online workshops do hinder the further elaboration of the points included in the discussion. This was perceived by the facilitator in the course of the session and a certain spontaneity was lacking, which may have been due to a certain lack of reflection on the subjects dealt with or perhaps, why not say it, a facilitation that could have been more effective.

In addition, the results from the survey for hub advisors within the IPM collective asking about the sustainability of the hubs, as well as the objectives of IPMWORKS to ensure the maintenance of its structure, was presented to the workshop attendants.

The main questions, responses and comments registered during the workshop are summarised below:

- **Question 1: How can demonstration events boost the adoption of Integrated Pest Management practices?**

The regional and supra-regional operational groups may be a good fit to support the continuity of this model. In the case of the supra-autonomic ones, a call for proposals was published in 2023 and the next one will not be until 2025.

Operational funds, through, example given, Producers Organizations of Fruits and Vegetables , can be a good source of financing. These funds have to dedicate 3% of their total budget to R&D activities and, in the case of Almeria, proposals have been presented that involve, at least partially, maintaining some of the activities associated with the operation of the hubs.

The Administration also has financial aid that makes it easier for companies to adopt integrated pest management strategies by subsidising the acquisition of biological control tools and the hiring of experts to work as advisors. This does not necessarily imply the maintenance of the hubs as they are currently configured.

As for the network of demonstration farms promoted by the Andalusian government, it is intended to continue with its activity in the different provinces of the region, 9 in total.

With regard to the private activity of companies to support networks, there is not only a commercial interest but also the introduction of Integrated Pest Management strategies among growers. Unfortunately, their networks don't necessarily coincide with the hub configuration as it is now.

Living labs can also fit very well with this approach, but we will have to keep an eye on the calls for proposals. For example, right now the calls for living labs for soils are pending, €12m for three possible proposals. From public research centres, EADR and ERDF funds can finance transfer projects aligned with the objectives and sustainability of the hubs.

Often the different components of the local AKIS compete with each other to obtain funding for similar activities, as in the case of demonstration activities in the framework of Integrated Pest Management. It could be interesting to take advantage of already established hubs to continue their activity.

- **Question 2 : Are there initiatives with a similar approach in your region/country?**

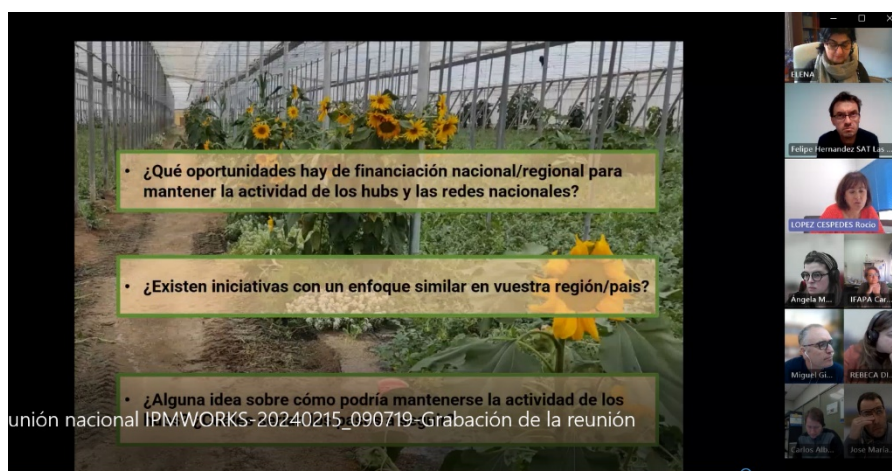
In INTIA (Navarra, Spain) there are several experimental farms in agriculture and livestock where it is possible to carry out demonstrations, but it is very difficult to create new hubs and maintain them over time. It will always depend on how interested the farmers are and on their willingness to maintain this approach to knowledge exchange. It is not only a question of obtaining aid, the human substrate is also very important.

There are some ongoing projects that deal with the formation and maintenance of networks that do not necessarily have to carry out activities in the field. In regions where public-private advice is provided, we do not detect that producers are not very inclined to finance this type of hubs for knowledge exchange through their contributions. Perhaps it would be a good idea to get this funding and give it to producer associations, potential hubs, so that they can manage themselves.

There is an important issue associated with how advice is provided in the region. In regions where public advice is provided through agricultural extension services, it is relatively easy to ensure that the hubs are maintained. Not so much in regions where advice is largely private.

## GENERAL REMARKS AND CONCLUSIONS

- Not much concrete ideas on how to finance the sustainability of the hubs created in the framework of IPMWORKS.
- Opportunities are emerging in regional and supra-regional funding sources such as operational groups.
- Regarding local and regional funding sources, it may be interesting to direct part of the budget allocated to R&D activities to be financed by operational funds to the maintenance of hubs in areas where there are active Fruit and Vegetable Producer Organisations (EU funding)
- Living Labs calls for proposals can be an interesting source of funding. We do not know if there are any planned in the field of Integrated Pest Management.
- In Spain, public advisory structures for farmers are rare. One possibility would be the collaboration of the biocontrol industry, but there would obviously be a commercial interest involved.
- The collective participation was generally satisfactory but, in our opinion, online workshops do hinder the further elaboration of the points included in the discussion. This was perceived by the facilitator in the course of the session and a certain spontaneity was lacking, which may have been due to a certain lack of reflection on the subjects dealt with or perhaps, why not say it, a facilitation that could have been more effective.

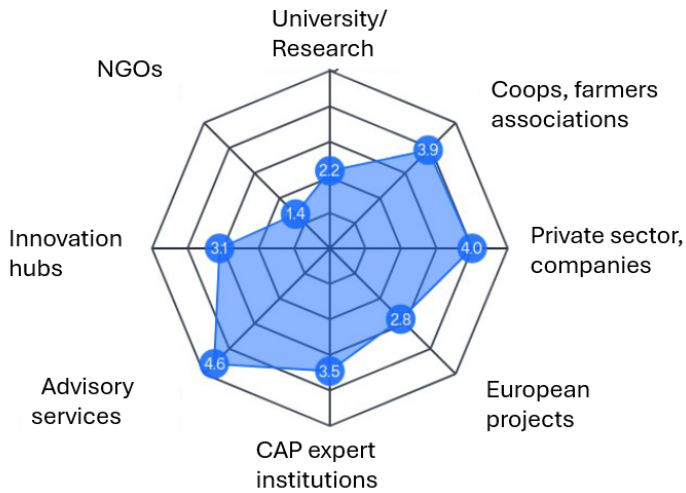




## MENTIMETER ACTIVITY

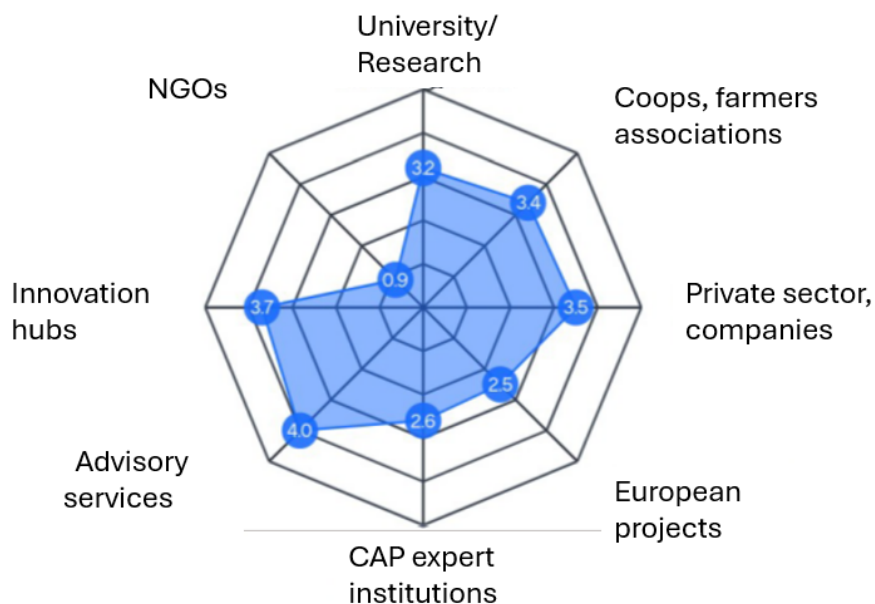
(conducted in session 1 but probably relevant for session 2)

### 4. Which AKIS agents in your region are more experienced in IPM ?



The best scoring actors are advisory services and companies in the sector together with cooperatives and producer associations. The worst performers are NGOs and universities and research centres.

### 5. Which groups show higher interaction (networking) with others, promoting the exchange of information and knowledge?



The best scoring actors are advisory services and companies in the sector together with cooperatives and producer associations. The worst performers are NGOs and European projects and CAP expert institutions.