

## Bijlage bij Kwartaalrapportage, zuivelconferentie

### Samenvatting van de Ernst&Young Experts' Opinion Reports

#### Thema 1: market balance and competitiveness

<b>Challenges</b>	<b>Recommendations</b>	<b>Experts in favour</b>
Price volatility	Current instruments should be refined or complemented by further tools. A clear price and volume information platform should be instated.	Joost M.E. Pennings
	Buy-out scheme should not be implemented.	Joost M.E. Pennings Ludwig Theuvsen Paolo Sckokai
	Strengthen the safety net for extreme market situations.	Ludwig Theuvsen Paolo Sckokai
Disadvantaged areas	The current legal framework should be reinforced for less favoured areas. It could be reconsidered whether less favoured regions could possibly be reconverted to less intensive farming practices, such as e.g. beef production.	Ludwig Theuvsen
Unbalanced distribution of value added across the supply chain	The roles of POs and IBOs should be reinforced.	Joost M.E. Pennings Ludwig Theuvsen Paolo Sckokai
	The creation of commercial POs should be stimulated. The law should fix adequate sizes for POs and IBOs in order to make them more effective and for POs to improve their bargaining power. Foster the coordination of farms with institutional bodies to promote PDO/PGIs.	Paolo Sckokai

## Thema 2: sustainable milk production including territorial dimension

Challenges	Recommendations	Experts in favour
Environmental degradation	It is recommendable to introduce R&D programmes to enhance sustainability for the dairy sector.	Michel de Haan and Jelle Zijlstra Susanne Clausen
	A part of land payments should be conditional to suitable environmental criteria.	Heikki Lehtonen
	Establishment of environmentally sustainable production systems.	Michel de Haan and Jelle Zijlstra Susanne Clausen
Farmland abandonment	It is recommendable to put in place policy instruments in order to preserve regions with ecologically valuable habitats.	Michel de Haan and Jelle Zijlstra
	Production coupled payments should be maintained in less favoured areas if milk production in these areas is pursued as a strategic objective.	Heikki Lehtonen Susanne Clausen
	Coupled payments could be complemented by branding support (e.g. PDOs or PGIs).	Heikki Lehtonen
High vulnerability of fragile areas to prices fluctuations	A precise mapping of fragile areas should be created and this implies the selection of clear and objective indicators to do so.	Heikki Lehtonen
Lack of investments	Follow up on the implementation of the Milk Package and support farmers with knowledge, training and advisory service on how to effectively operate producer organisations in order to strengthen farmer's position in the value chain. The establishment of a futures market could be a way to enable farmers better managing risks associated with volatile milk and feed prices. This will, however, require considerable amount of education and training of farmers in how to use this.	Susanne Clausen
	Access to capital should be facilitated especially in more disadvantaged areas for instance by establishing a loan fund for farmers. Political initiatives targeting young people and rendering milk production attractive	Susanne Clausen Michel de Haan and Jelle Zijlstra

---

should be introduced.  
Training and education programmes should be considered to prepare farmers in tackling challenges, such as market instability and to become more market oriented. Know-how on the design of environmental friendly production facilities should be fostered.  
Restructure programmes for regions with many small farms and dairy processors.

---

Lack of coordination in efforts performed through European funding programmes

Combine EU funds for regional development to create regional economic development and foster coordination in financial efforts.

Michel de Haan and Jelle Zijlstra

---