WP6

Deliverable 6.1

Preliminary assessment of the needs of small farms and the enabling conditions and policy instruments required for maintaining / enhancing their contribution to sustainable FNS

Highclere Consulting

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Annexes	Please note that **Annexes 6 – 9** (Macro-regional Workshop Reports) of this Deliverable are included in a separate accompanying document

Contents

Table of Figures

Table of Tables

List of Abbreviations and Acronyms

AKIS	Agricultural Knowledge and Innovation Systems
AF	Analytical Framework
AFR	Africa
CAP	Common Agricultural Policy
EE	Eastern Europe
CF	Conceptual Framework
CSA	Community Supported Agriculture
FAO	Food and Agriculture Organization
EIP	European Innovation Partnership
ESI	European Structural Investment Funds
FAS	Farm Advisory System
FNS	Food and Nutrition Security
FTC	Farmer Training Centres
HNV	High Natural Value
IYFF	International Year of Family Farming
IPM	Integrated Pest Management
LAG	Local Action Group
LEADER	EU Program for Rural Development (Liaison entre actions de développement de l'économie rurale)
NE	Northern Europe
NGO	Non – Governmental Organization
NMS	New Member States of the European Union (post 2013)
NRG	Energy (coloquial in Kenya)
NUTS	Nomenclature of Territorial Units for Statistics
RQ	Research Question
PO	Producer Organization
SE	Southern Europe
SF	Small farms
SFB	Small food businesses
SMS	Short Service Message
SWOT	Strength Weaknesses Opportunities and Threats
WP	Work Package

Executive Summary

The current deliverable (D6.1) is divided into two parts, each **corresponding** to one of its **two main audiences, namely:**

- **Policy makers and practitioners** who seek to understand the priority needs of small farms in each of SALSA's four macro-regions should consult **Part 2**
- **Academics** who might be interested in understanding methodological issues regarding the development process of SALSA's Strategic Framework (**Part 1**).

Part 1 – Scientific Methodology

The current document is D6.1 offers a synthesis and discussion of priority small farm needs for enabling conditions in each of SALSA's four macro-regions (Eastern Europe, Southern Europe, Northern Europe and SALSA's African countries). The needs identified in D6.1 form the basis of policy recommendations in Deliverable 6.2 detailing the SALSA Strategic Framework.

Since WP6 is a synthetic work package, D6.1 on the identification of small farmers' needs does not rely on gathering new empirical data, but on the corroboration of regional data produced throughout SALSA's previous work packages, with that from academic and practitioners' literature and other secondary sources (see Figure 2 and Table 3). Due to its use as a strategic development tool especially during the planning phases of the CAP (see section 2.1), the SWOT methodology was chosen as the main analytical tool for D6.1. For this purpose, the SWOT methodology was adapted to the Research Questions (RQ) of SALSA WP6, and in particular of D6.1 (see section 2.2), and SALSA project partners from each project country were asked to structure the data against the chosen SWOT variables, the four dimensions of the tool and formulate a list of small farmers' needs (see section 2.2.1). These lists of needs were aggregated at a macro-regional level, for each of the four macro-regions within the SALSA project (see section 2.2.2). During the four corresponding SALSA macro-regional workshops, these needs were enriched, validated and prioritized by policy stakeholders from multiple levels of governance from each of the SALSA countries in each macro-region (see section 2.3). The result was the selection of the four priority 'policy themes' for each macro-region, which were discussed at length during the macro-regional workshops in order to identify the top three macro-regional priority needs and enabling conditions for small farms to maintain and enhance their contribution to regional Food and Nutrition Security (FNS).

Part 2 – SALSA Strategic Framework

Part 2 of the current deliverable serves as a macro-regionally based prioritization of small farmer needs and enabling conditions. Their purpose is to inform policy makers in prioritizing interventions according to the real needs of small farms in the selected territories.

Section 3.1 presents an overview of the challenges that affect small farms in both the European and African contexts, impacting on their ability to continue assuring FNS and other public goods stemming from their agricultural activities and presence in rural areas. The following sections

discuss macro-regionally based needs for Eastern Europe (section 3.2), Southern Europe (section 3.3), Northern Europe (section 3.4) and SALSA's African regions (section 3.5).

When looking comparatively across the four contexts, five priority categories of enabling conditions (policy themes) were identified which allow small farmers to ensure the production of, access to and stable supply of healthy, nutritious food for as many people as possible. These are:

(1) Products, Markets and Marketing,

(2) Agricultural Knowledge and Innovation System (AKIS),

(3) Natural Resources and Climate,

(4) Access to Land/New Entrants and Youth Engagement in Agriculture, as well as

(5) Better Infrastructure and Connectivity (see section 4.1).

In contrast to the European context, the Affordable Access to credit is important across the SALSA African (AFR) regions studied. While macro-regional and regional variations exist, and should most certainly be taken into account, a broader level vision across the SALSA contexts related to the enabling environment for small farms emerges. In order to continue and enhance providing the benefits to FNS and other public goods, small farmers need to be enabled with alternative, higher value added supply chains involving consumers as aware and active partners, which can be achieved through niche products, local produce labels and other types of branding. Publically funded AKIS systems are seen as key for providing small farms with the necessary information and education about how to achieve this, as well as upgrade their production systems, especially when considering the growing risks posed by Climate (and other challenges related to Natural resources).

Last but not least, all of the above cannot be achieved without small farmers being enabled and encouraged to remain in rural areas through both access land, peer to peer knowledge transfer between older farmers and new entrants, as well as attractive opportunities for the youth. Especially for depopulating communities, investments in roads, rural services, utilities, internet infrastructures, technological and leadership education is key for assuring that small farmers can adapt and prevail in spite of the increasing challenges they might face by the 2050 horizon.

Part 1 – Scientific Methodology

Due to the academic audience this section addresses, Part 1 of the deliverable addresses scientific topics related to the aims, objectives and methodologies used in order to identify the priority needs of small farms in each macro-region.

1. Introduction

1.1. Aims and Objectives of the Deliverable

In the context of the SALSA project, the overall aim of WP6 is **to identify, develop and disseminate policy tools and other support mechanisms that are most appropriate for maintaining and enhancing the contribution of small farms to sustainable FNS in the European and African context** (SALSA Objective 4).

The results of the WP6 analysis will be presented in three deliverables:

- D6.1 - Report on enabling conditions and existing policy instruments that are to, directly or indirectly, promote the development of small farms and a corresponding tailoring of international cooperation and agricultural research and development
- D6.2 - Strategic framework for guiding decision-makers in the choice of appropriate support instruments (including the related evaluation and learning arrangements).
- D6.3 - Policy Briefs with policy lessons and recommendations that are relevant for EU policy development as well as the EU strategy for international cooperation in research and innovation, paying particular attention to the Europe-Africa dialogue

This document is D6.1 – Report on enabling conditions *and its overall aim is to present a comprehensive overview of the needs and requirements of small farms and other small food businesses on how they can be supported to benefit from various opportunities offered to them through policy arrangements (including tools and mechanisms).*[1]

This analysis is built on the outcomes of two WP6 tasks, namely (1) T6.1 on the Identification of specific needs, and (2) T6.3 the Strategic Framework.

- T6.1 supported the synthesis of the evidence base developed throughout the rest of the SALSA project (more specifically WP 3-5) and its interpretation towards the identification of small farmer and small food business needs, according to the methodologies chosen (see sections 2.1 - 2.2)
- Although T6.3 has the broader aim of developing a strategic framework, the four specially-convened Macro-Regional Workshops that were part of the task were used as an opportunity to enrich and validate the list of small farmer and small food business needs developed through T6.1 (see section 2.3).

Furthermore, **the outcome** of the validated list of needs obtained through the processes described in T6.1 and T6.3 will be **used to prioritize interventions from the T6.2 Policy tool, and therefore to build the D6.2 Strategic Framework** for guiding decision-makers in the choice of appropriate support instruments, as well as **the D6.3 Policy Briefs** that form the rest of WP6 work (see Figure 1 below). In doing so, the recommendations offered by WP6 will hold evidence-based, and stakeholder validated small farmers' needs at their core.

[1] Data sources: Synthesis WP5 – focused on the conditions for effective small farmer support – Task 5.3 (Enabling Governance Frameworks, with "representative examples") and Task 5.4 (Governance framework analysis)

1.1. Deviation from the Description of Action

One important note is that, due to capacity issues at the initially assigned part for the T6.1 task, Highclere Consulting took over the development and implementation of the Identification of specific needs exercise from the University of Cape Verde. This was decided after the May 16-18th 2017 WP6 meeting held in Rome (see Technical Report).

1.2. Research Questions

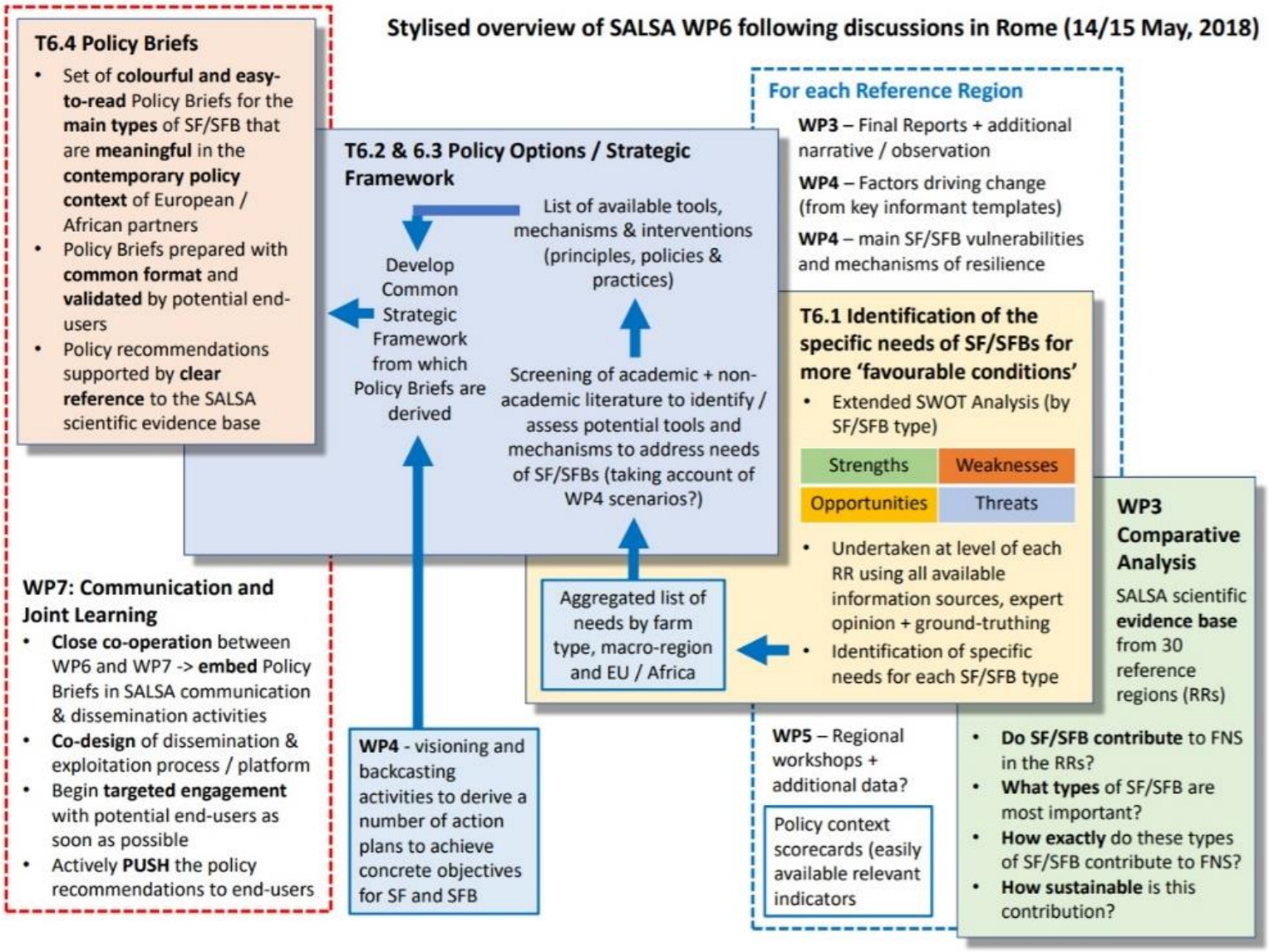
Unlike the work of other WPs within SALSA, which aim to contribute directly to testing some of the hypothesis that form the conceptual framework of the project, WP6 builds on the findings from the rest of the project regarding the various types of contributions of small farmers to the four dimensions of FNS.

In order to make recommendations regarding the necessary enabling conditions for small farms to **maintain** or **enhance** their current contribution to sustainable FNS then we must begin by **identifying their needs / requirements** of these small farms for either continuing to do what they do at the moment – or ideally for doing it better. As the SALSA conceptual framework highlights, the contribution of SFs to sustainable FNS is not just about a farm producing food (**availability**), it is also about this food production being connected with consumers outside of the farming household via a food system (**access**) and this overall configuration of production and food system having sufficient resilience (e.g. through diversity) to resist the many pressures acting upon it (**stability**).

The research question of the current deliverable is therefore:

> *"What are the enabling conditions that would allow small farms to ensuring the production of, access to and stable supply of healthy, nutritious food for as many people as possible?"*

Figure 1 - Overview of the relationship between the outcomes of WP6 Tasks



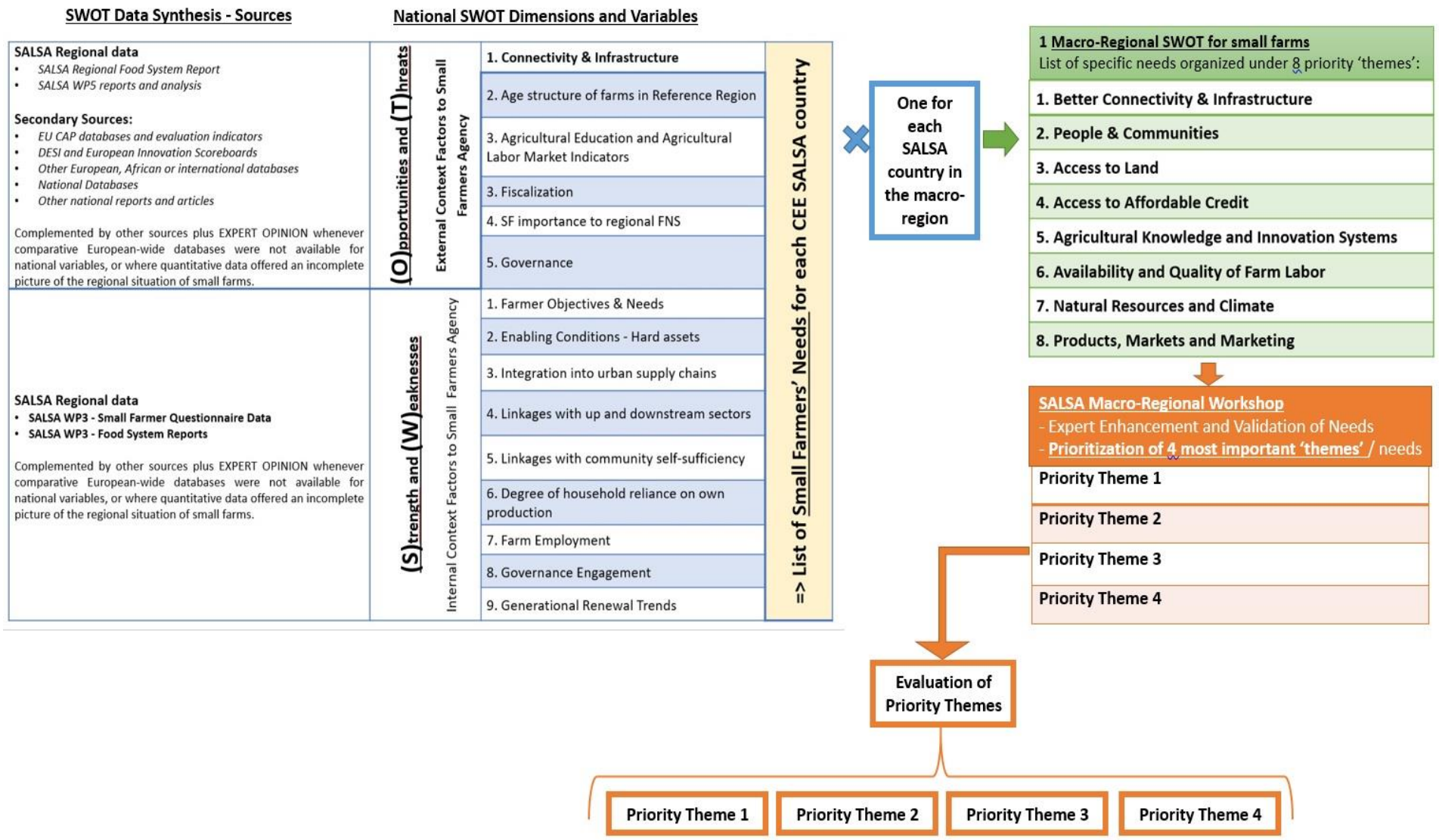
2. Methodology

The current section explains in detail both the data sources and steps taken as part of the D6.1 analytical framework. Since WP6 is a synthetic work package, D6.1 on the identification of small farmers' needs does not rely on gathering new empirical data, but on the corroboration of regional data produced throughout SALSA's previous Work Packages (WP2, 3, 4, 5), with that from literature and other secondary sources and database (see Figure 2 and Table 2 below).

Due to its use as a strategic development tool especially during the planning phases of the CAP (see section 2.1), the SWOT methodology was chosen as the main analytical tool for D6.1. For this purpose, the SWOT methodology was adapted to the RQ of SALSA WP6, and in particular of D6.1 (see section 2.2), and SALSA project partners from each project country were asked to structure both the empirical and secondary data against the chosen SWOT variables, the four dimensions of the tool and formulate a list of small farmers' needs (see section 2.2.1). These lists of needs were aggregated at a macro-regional level, for each of the four macro-regions within the SALSA project (see section 2.2.2).

During the four corresponding SALSA macro-regional workshops, these needs were enriched, validated and prioritized by policy experts from multiple levels of governance from each of the SALSA countries in each macro-region (see section 2.3). The result was the selection of the four priority 'policy themes' for each macro-region, which were discussed at length during the macro-regional workshops in order to identify the improvements needed for a better targeting of small farmers during the post-2020 programming period and their enhanced contribution to regional FNS. See Figure 2 below and the following sections for an elaboration of each of the above steps.

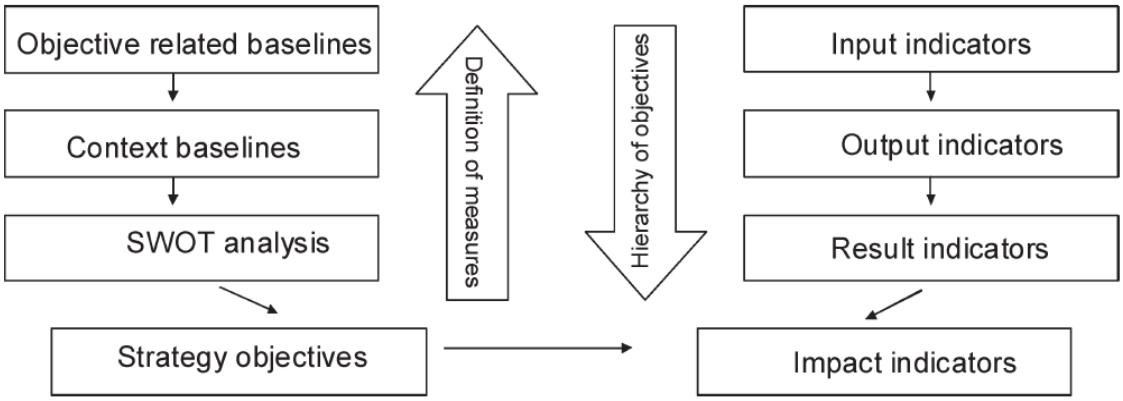
Figure 2 – Data sources and Analytical Framework of D6.1 – determining small farmers' needs



2.1. SWOT Tool – Theoretical Aspects

The SWOT was chosen as the main tool for this because it has been the main tool for the strategic development of the CAP agricultural policy and, in particular, for identifying and prioritizing the most important needs to be addressed by EU rural development policies at national and regional level. Based on a robust evidence-based and strategic methodology, driven by the objectives of the CAP, as well as an assessment of CAP context and impact indicators, evaluations, national studies (see Figure 3 below), the SWOT is also favoured due to its compatibility with group work. The SWOT tool allows for the collection and integration of many different perspectives (Dyson, 2004, Horn-Haacke, 2002, in Knierim and Nowicki, 2010), thus enhancing the legitimacy of the strategic planning in a multi-level governance setting such as the CAP.

Figure 3 - SWOT Analysis as part of the CAP Rural Development Programming development strategy



Source: DG Agriculture (2006) modified in Knierim and Nowicki (2010)

Initially, the SWOT stemmed from concepts of management theory and organizational development of the 1960 in the USA (Aeberhard, 1996; Dyson, 2004; Horn-Haacke, 2002 in Knierim and Nowicki, 2010). In the meantime it has developed into a strategic organizational development tool based on meticulous fact-finding and analysis (Nazarko *et al.*, 2017), suited for assessing whether proposed strategies are appropriate for acting successfully and surviving within the foreseen changes in socioeconomic conditions (Opportunities and Threats) (Dyson, 2004 in Knierim and Nowicki, 2010).

In a CAP context, for the period of 2014-2020 there are 118 national and regional rural development programmes (RDPs) covering the entire rural territory of the EU and each of these has been built upon a SWOT analysis and needs assessment. This will continue into the next period

of 2021-2027 with a SWOT and needs assessment forming the basis of the proposed new 'CAP Strategic Plans' that will be developed by all EU Member States (EC, 2018a)[2].

2.2. SALSA: Using the SWOT to identify farmers' needs

In the context of SALSA, the SWOT analysis and associated needs assessment **clearly has a strong EU bias**, but overall it has many advantages as the basis for Task 6.1:

- it balances simplicity and user-friendliness with well-established credibility;
- it is a flexible framework within which diverse sources of information and perspective (including expert opinion) can be collected and integrated;
- it is well-suited to team-working and participatory approaches;
- since the majority of partners and reference regions are located in the EU, there is potential for the outcomes of the SWOT / needs assessment to feed directly into the programming of 2014-2020 *CAP Strategic Plans*, thereby enhancing the potential impact of SALSA findings;
- it is also a familiar concept in the domain of international development and cooperation.

Nevertheless, the SALSA SWOT methodology differed from the one used for CAP strategic planning in that it was not driven by the strategic objectives of the CAP for the 2021-2017 programming period, but by the question of *'what are the enabling conditions for small farms in order to maintain and enhance their contribution to FNS'*. This methodological approach is also in line with Davidova et al (2013), who recommended that CAP Managing Authorities from NMS should conduct a small-farmer specific SWOT.

2.2.1. SWOT Methodology

Scale of SWOT exercise

The **scale at which the SALSA SWOT exercise was conducted was at National level,** therefore requiring SALSA partners to synthetize data from all the reference regions in their country. The only exceptions were France (where the Northern and Southern regions conducted the exercise separately) and Scotland (where the strongly regional characteristics of rural development policy required a strong focus only on this part of the UK).

The four dimensions of the SWOT explained

SALSA project experts from each of the partner countries interpreted the data used (see Figure 7 below) against the Strengths, Weaknesses, Opportunities and Threats quadrants of the SWOT, according to the definitions of each quadrant. Each quadrant is created at the intersection of two 'scales of reality':

- The range of factors which are **'INTERNAL'** or **'EXTERNAL'** to small farms[3] regarding their **ability to influence / alter the extent to which they can maintain and**

[2] See Section 59, p 28, as well as Article 91 – CAP Strategic Plans; Article 96 – Assessment of Needs, and Article 203 - Annexes of https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=COM%3A2018%3A392%3AFIN

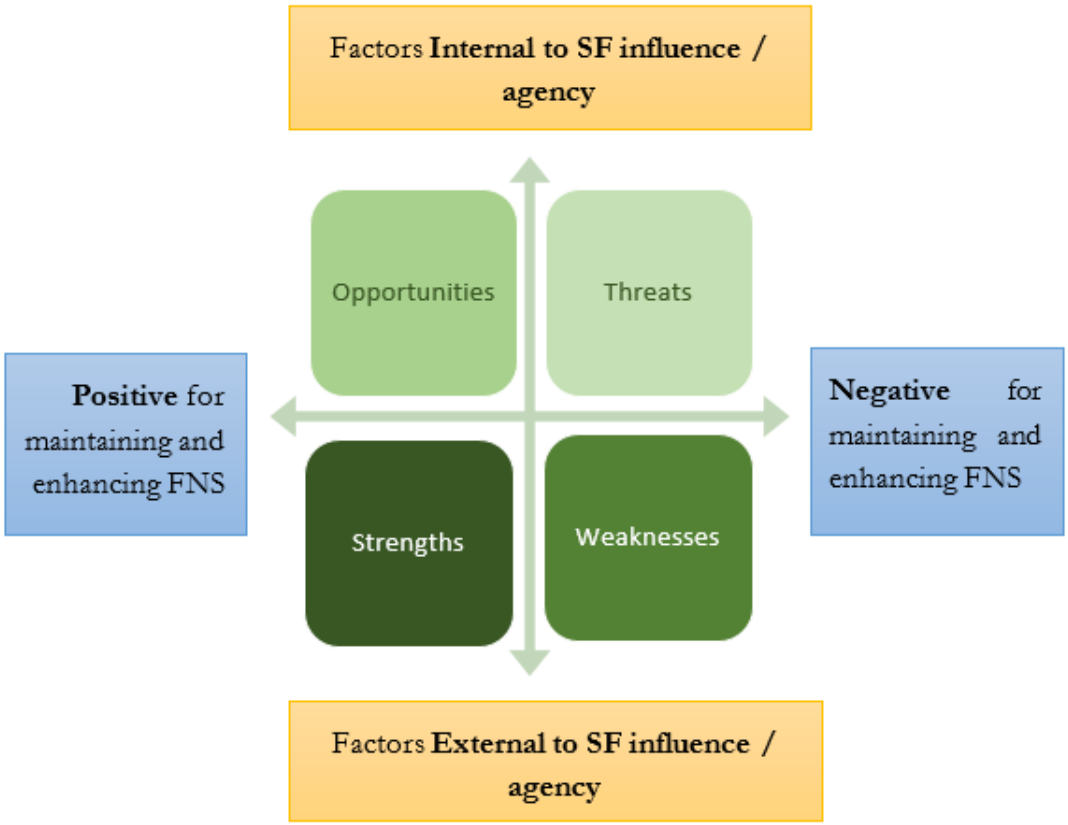
[3] Or more precisely, farmers or farming households occupying and managing small farms as defined within the SALSA project

enhance their contribution to sustainable FNS (i.e. *the extent to which they can continue or increase the availability of, access to and stable supply of healthy, nutritious food for as many people as possible*), and;

- Whether these internal / external factors are **POSITIVE** or **NEGATIVE** with regard to the overall objective of **maintaining and enhancing the contribution of small farms to sustainable FNS**.

The **classic scheme of the SWOT analysis** is derived from these two scales whereby Strengths (positive) and Weaknesses (negative) are **internal** factors, and Opportunities (positive) and Threats (negative) are **external** factors (see Figure 4).

Figure 4 - Dimensions of the SWOT Analysis



The **accuracy of the distinctions** made between internal / external and positive / negative clearly influences the accuracy of the SWOT analysis and subsequent identification of needs (Knierim & Nowicki, 2010).

This distinction is **relatively straightforward** regarding the **internal / external scale**:

- **Internal factors** are generally the **intrinsic characteristics** of the individual small farms, farmers and farming households, but may of course also extend to the characteristics of the community or institutional level where individual farmers also have influence and the ability to initiate change (e.g. a cooperative organisation).

- **Strengths (+ve)** = Favourable characteristics, distinctive assets, qualities, active or inactive resources or capabilities of small farms, but which can be nurtured and enhanced, if desired, for the purpose of maintaining and enhancing their contribution to FNS.
- **Weaknesses (-ve)** = Unfavourable characteristics, lack of resources or capabilities of small farms that act as brakes or barriers to them maintaining and enhancing their contribution to FNS.

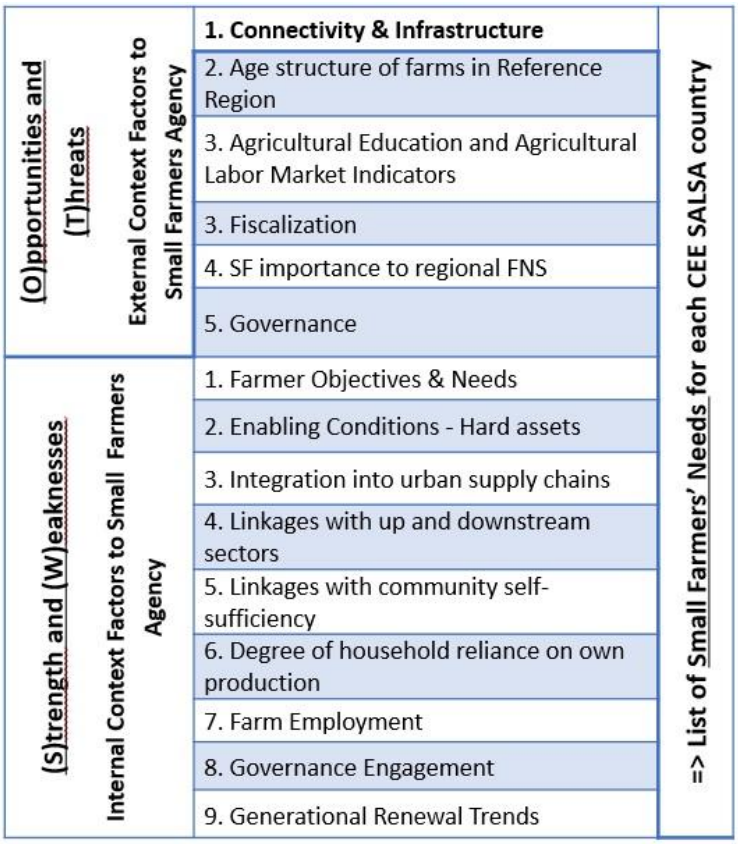
- **External factors** relate to the **overall context (local, regional, national, global)** in which the small farms are embedded and which are normally beyond the direct influence of individual farmers or farming households. External factors can be confirmed by asking yourself whether small farmers can change these factors with the resources they have at their disposal. These external factors *can at best only be monitored* (Knierim & Nowicki, 2010) because they are external to the influence of the households and farms which are placed at the centre of our analysis. Examples of relevant external drivers include market trends, demography, technological developments, environmental risks (e.g. climate-related), issues with infrastructure, availability of appropriate financial services, relevant public policies etc. Potential for a particular public policy to have positive impact should only be listed as an opportunity if this policy has already been approved by the government, or if the policies which already have been publicly discussed and there is considerable political consensus in that direction.
  - **Opportunities (+ve)** = Favourable context indicators, market, governance, political, environmental, social or demographical circumstances which can be nurtured and enhanced by policy makers and/or other external actors for the purpose of maintaining and enhancing the contribution of small farms to FNS.
  - **Threats (-ve)** = Unfavourable context indicators, market, governance, political, environmental, social or demographic trends which act as brakes or barriers to small farms maintaining and enhancing their contribution to FNS.

Variables, Indicators and Data Sources

The sources of data were chosen based on **five variables referring to the External context** dimension of the SWOT and **nine variables corresponding to the Internal context (see Figure 5 below).** These variables were chosen based on the requirements for T6.1 as listed in SALSA's Description of Action, which requested that the identification of small farmers needs should take into account:

A. **Linkages with the up- and down-stream sectors** (in particular small and medium-sized enterprises)
B. **The urban and rural dimensions of FNS**
C. **Infrastructure** (incl. labour, transport, energy, communication, and food safety)
D. **Supply chain** (local/regional markets)
E. **Technical pathways** (focus on production and transformation at farm level)
F. **Governance** (local/global).

Figure 5 – Overview of SWOT variables



Because the **SALSA SWOT was envisaged to be a synthetic tool at the science-policy interface**, it was informed, constructed and enriched by a **wide range of data and various sources of evidence.** Primary SALSA regional data was the preferred source of input for the SWOT, but secondary data was used wherever the project's own data was insufficient to cover all variables and to define the context, at national and regional level. Wherever possible, preference was given to data / information sources which are consistently available to all partners – although there are some obvious data gaps (e.g. for African and European partners).

See Table 1 for an overview of data sources.

For each of these variables - and taking into account whether the data indicated whether the theme is positive (strength or opportunity) or negative (weakness or threat) for small farms - the SALSA experts from each project country were asked for formulate what the need of small farmers would be. These needs were **summarized in a National list of small farmers' needs, structured against the 5 external variables and 9 internal variables from Figure 5.**

Table 1 – Sources of Data for the Internal and External Dimensions of the SWOT

EXTERNAL **National Context Indicators –>** factors which can have positive or negative influence upon small farms	**SALSA Regional data:** • *SALSA Regional Food System Reports* • *SALSA WP5 reports and analysis*[4] **Secondary Sources:** • *EU CAP databases and evaluation indicators* • *DESI and European Innovation Scoreboards* • *Other European, African or international databases* • *National Databases* • *Other national reports and articles* Complemented by other sources plus **EXPERT OPINION** whenever comparative European-wide databases were not available for national variables, or where quantitative data offered an incomplete picture of the regional situation of small farms.
INTERNAL **Small Farmer (SF) data –>** characteristics of small farms, plus some directly stated needs	SALSA WP3 - Small Farmer Questionnaire Data SALSA WP3 - Food System Reports SALSA WP5 Reports Complemented by other sources plus **EXPERT OPINION** whenever the quantitative data offered an incomplete picture of the regional situation of small farms.

2.2.2. Macro-regional aggregation of SALSA SWOTs

The small farmer 'needs' from all of the countries in each of the four macro-regions in the SALSA project were then aggregated into a single macro-regional list (see Table 2).

This means that needs from different countries were listed next to each other or merged, depending on the level of overlap and complementarity. Also, the 5 external context factors and 9 internal context factors corresponding to the various dimensions of the national SWOT were re-arranged into 8 macro-regional 'policy themes' in order to improve clarity during the workshop (see Figure 2).

One note-worthy limitation to be mentioned here is that, because of the subcontracted nature of some of the NUTS3 level reference regions included in the SALSA project (in particular Jihocecky kraj in Czech Republic, Vaucluse in Southern France, Balaka in Malawi and Haouaria in Tunisia) it was not possible to collect SWOT-level data from these regions. With the exception of Czech Republic partners, all other SALSA partners participated through in the corresponding workshops for their macro-region, and were able to enrich the process by adding any specific SF needs

[4] Please note that due to the timing and the synchronization issues of different SALSA deliverables, including data from WP2 and WP4 in the T6.1 SWOT has not been possible.

emerging from their regional or national context they had not seen reflected in the macro-regional SWOT.

Table 2 – SALSA Macro-regions

Macro-region	Countries	Macro-regional SWOT	Macro-regional workshop report
Eastern Europe (EE)	Czech Republic, Poland, Romania, Latvia, Lithuania, Bulgaria, Croatia	Annex 2	Annex 6
Southern Europe (SE)	Portugal, Spain, Southern France (Vaucluse Region), Italy, Greece	Annex 3	Annex 7
Northern Europe (NE)	Scotland, Northern France (Ille et Villaine Region) and Norway	Annex 4	Annex 8
Africa (AFR)	Cape Verde, Ghana, Kenya, Malawi and Tunisia	Annex 5	Annex 9

2.3. SALSA Macro-regional Workshops

Each of the four macro-regions shown in Table 2 above, a macro-regional workshop was organized with multi-level policy stakeholders from various levels of governance in all SALSA countries in the macro-region (see reports from Annexes 6, 7, 8 and 9). These included representatives of European or African Union institutions, national agricultural ministries, regional government, farmer organisations, farm advisory providers, LEADER Local Action Groups, entrepreneurs, consultants, academics and farmers themselves.

Although the workshops had multiple goals, for the purposes of D6.1 one of the two most relevant aims was reflecting upon, validating and enriching the macro-regionally aggregated list of the needs of small farms and small food businesses undertaken in the SALSA partner countries (as requested by T6.3). Workshop participants were there asked to review the list and to add the needs that were missing. Afterwards, each participant was given 5 dots and was asked to vote for the specific needs under each variable (or 'policy theme') which they found important for the maintenance and enhancement of small farmers' contribution to FNS over the coming years. For two out of the four workshops (SE and AFR) it was possible to conduct also a more specialized voting, whereby participants could additionally vote for the main needs of the two most predominant small farmer types in the macro-region. For the NE workshop, due to the high heterogeneity of countries involved, the prioritization was done per country. The full voting sheets for the macro-regional needs are provided at the end of the macro-regional workshop reports (Annexes 6, 7, 8 and 9). Within the macro-regional reports themselves, only the top three needs in terms of the number of votes under each policy theme were listed. The full comparative table of top needs per all 8 policy themes can be seen in Annex 1.

The top three-five variables (or 'policy themes') chosen through voting were selected as the focus for an in-depth session on identifying both policy mechanisms which had worked well in support of the 'policy theme', and those which required further improvement. This is because the second important aim of the macro-regional workshops was to identify the extent to which policy instruments have been or can be adapted to the particular needs and opportunities of small farms and small food businesses (T6.1). This second participatory exercise required that participants worked in groups and discussed whether they shared this experience, or whether national/regional results of the same policy measure differed. For the SE and the CEE workshops national-level priority objectives were formulated based on the priority needs selected, however these have not been taken forward in the D6.1 analysis.

2.4. Analysis methodology

For the purposes of D6.1, for each of the top 3-5 policy themes prioritized for each macro-region, a comparative table was created with the top 3 needs under each (see Figure 13 and Annex 1). In each of the macro-regional sub-sections of section 3 on Findings, also the correspondence between the top needs, as well as the reviewed mechanisms is explored. The conclusions are contrasted wherever possible with both the characteristics of small farms and food systems identified through D3.2 and D3.3 in order to be able to identify correlations between the SALSA findings and the emerging needs. Furthermore, the analysis develops also a cross-comparison of small farmers' needs on key policy themes across macro-regions.

2.5. Limitations of the methodology

Some of the main limitations of the SALSA WP6 findings for both Deliverables 6.1 and 6.2 have to do with the process of developing the policy recommendations.

Subjectivity of participatory processes

Although the departure point of D6.1 is an evidence-based SWOT (based on both SALSA and secondary data), the interpretation of the results, as well as the participatory processes used to prioritize and review policy instruments, relied on SALSA expert opinion (during the national and macro-regional SWOT development process) and policy stakeholders (during the macro-regional stakeholder). Such participatory methods and expert-based assessments are widely used for many different goals, and especially in policy making, because they are expected to lead to higher impact policy goals and tools then technically defined policies. They also allow for triangulation of opinions expressed in the different processes, making it possible to distinguish priority interventions. Lastly, the varied experiences of policy stakeholders representing each country within the macro-region do allow for identifying and sketching macro-regional priorities that do triangulate with the evidence from the empirical findings.

While lending some legitimacy, context and experience to statistical data, this participant-based process is not equivalent, in terms of the objectivity of results, to a stricter scientific analysis of data. Firstly, although the SALSA project took great care to involve a broad range of

stakeholders from multi-level governance to assure inclusive representativeness of findings, the trade-off that became apparent was that not all those involved had first-hand, in depth technical and historical knowledge of the measures they proposed. Secondly, the personal biases of experts and stakeholders, their own professional backgrounds and agenda are likely to have influenced the conclusions found in the WP6 deliverables. This includes the personal biases, experience or lack there-of SALSA's WP6 team, especially in what concerns the AFR policy context. Thirdly, limitations stemming from the design of the participatory workshops, including limited or over-representation of certain countries or groups due to resources, are likely to influence the emphasis placed on certain small farmer needs and priority interventions. As SALSA project partners were asked to invite one policy stakeholder per SALSA region due to resource constraints, with the exception of the SE macro-regional workshop hosted in Brussels, for all other three workshops there was an over-representation of actors from the host-countries (Romania, Scotland and Kenya), as well as the region where the workshop took place. In the case of the AFR macro-regional workshop, due to logistical issues, the Cape Verdian and Tunisian regions did not have a policy stakeholder present at the workshop.

Flexibility in facilitating participatory processes

The use of participatory processes for WP6 has also meant that, at times**, the facilitators have had to adapt the pre-determined workshop structure to match the situation and the social dynamics during each workshop. This has led to some slight inconsistencies regarding the final outputs of the macro-regional workshops**. In particular, , in the Northern Europe macro-region, due to the reduced number of participants, as well as the high heterogeneity between the policy contexts of the three regions[5], the facilitators decided that the prioritization would be best done by each national delegation individually. For the same reasons the policy interventions were also discussed and decided collectively (encouraging cross-fertilization of ideas between national contexts, as well as the discussion of contrasting experiences). For both this workshop and the AFR macro-regional workshop, due to the skewed participation from various countries, it was decided that the formulation of national-level objectives would not be meaningful (as was the case for the SE and CEE workshops). All these factors, stemming from the participatory nature of the policy formulation process, have led to slight inconsistencies in the format of the final macro-regional workshop reports found in the Annexes. The SALSA WP6 experts have dealt with these inconsistencies in two ways. One option has been to **acknowledge these differences wherever possible (such as is the case with the national NE prioritization of needs)**. The other was to **decide not to use in the final deliverable data that was not consistent across all macro-regions or inconclusive (as was the case with the national-level objectives, and at times, the small farmer type based voting of needs)**.

[5] EU for France, uncertainties surrounding Brexit for Scotland and European Free Trade Association (EFTA)/European Economic Area (EEA) for Norway

Limitations in interpreting results

Furthermore, while **the participatory prioritization of small farmers needs process does offer some insights into the collective (and at times emerging) priorities among the present policy stakeholders *within each macro-region*, the exact number of votes for each policy theme/priority need *should not be compared across* macro-regions (see Annex 1 and Figure 13)**. This is due to different numbers of participants, voting procedures and decisions to merge certain policy themes when the priority needs seemed related[6]. While the potential significance of these merges will be further elaborated on whenever appropriate in the discussion section (see Section 4), for the purposes on the comparative analysis, the votes received will only be taken into consideration to the extent of indicating a priority ranking of the particular policy theme and subsidiary small farmer needs.

Scales of analysis

Lastly, due to the design of the project, the SALSA WP6 deliverables had to deal with a conflict of scales at which to interpret both the evidence based and the conclusions of the policy-related discussions. **Although SALSA took a territorial/regional approach to understanding the contribution of small farms to FNS, the WP6 part of the project was tasked with validating these needs at a macro-regional level, implying intermediary aggregation at a national level.** For this reason, it was decided that the evidence-based SWOT exercises will be conducted at a national level, integrating experienced from all the country's SALSA reference regions into the assessment of needs. The further aggregation of national-level SWOTs into a macro-regional SWOT further stripped down the level of detail characteristic of territorially and regionally-based policies, but it is hoped to have helped in terms of reaching a better level of abstractions of the findings. Nevertheless, policy makers should interpret these macro-regional findings with care and seek further detail within SALSA's regionally-based food system reports (D3.3) about how to tailor the information for the regional level. **Especially in the case of the AFR macro-region, which includes countries with much larger territories (and therefore diversity of regions), as well as highly diverse climatic, geographical, historical and economic contexts, SALSA project experts have warned that the findings are not generalizable for the whole macro-region**.

Reliability of AFR results

While one of the innovations of the SALSA project was the common research framework to be applied across the EU and AFR contexts**, the uneven distribution project partners across the two continents (15 for EU and 5 for AFR) might have also led to some EU biases in terms**

[6] This was done in the CEE workshop for the policy themes 'Rural Infrastructure and Connectivity' and 'People and Communities'. For the SE workshop participants collectively decided to merge the issues arising under the 'Availability and quality of labour' and 'Access to land' into the overarching issue of 'New Entrants'. In the case of the AFR workshop the policy theme 'Youth Engagement in Agriculture' was obtained by merging the 'People and Communities' and the 'Availability and Quality of Labor' policy themes.

of the methodology used. In line with some of the conclusions of D1.3, African workshop participants therefore noted that policy recommendations based on the small farms size chosen by the SALSA project would be improper for their regions. Furthermore, they also noted the fact that, should the SWOT methodology have been developed in an African context, one policy theme that would have likely emerged would have been 'Productivity' as a stand-alone topic. This methodological conclusions should also serve as a recommendation for policy conclusions for tailoring specific details of the EU strategy for cooperation in research and innovation regarding Europe-Africa relationships and will be further discussed in **Deliverable 6.2**.

Part 2 – Enabling conditions and existing policy instruments that are to, directly or indirectly, promote the development of small farms and a corresponding tailoring of international cooperation and agricultural research and development

Part 2 of the current deliverable serves as a macro-regionally based prioritization of small farmer needs and enabling conditions. Their purpose is to inform policy makers in prioritizing interventions according to the real needs of small farms in the selected territories.

3. Findings

Part 2 of the current deliverable serves as a macro-regionally based prioritization of small farmer needs and enabling conditions. Their purpose is to inform policy makers in prioritizing interventions according to the real needs of small farms in the selected territories.

Section 3.1. below presents an overview of the challenges that affect small farms in both the European and African contexts, impacting on their ability to continue assuring FNS and other public goods stemming from their agricultural activities and presence in rural areas. The following sections discuss macro-regionally based needs for Eastern Europe (section 3.2), Southern Europe (section 3.3), Northern Europe (section 3.4) and SALSA's African regions (section 3.5).

Through the current section 3, the deliverable will answer its main research question[7] from a macro-regional perspective, leaving the discussion section 4 to offer a comparative and concluding answer to this question. Wherever possible, these priority needs will be contrasted with the main characteristics of the territorial food systems identified through SALSA's research (Food system types), as well as the main small farmer types identified in each macro-region.

3.1. General Context - Small Farm trends in Europe and Africa

The contribution of small farms to food and nutrition security (FNS) has been **gaining global attention in recent years**, both in the context of developing countries and also to a lesser extent in Europe. For example, the United Nations declared 2014 to be the "International Year of Family Farming" (IYFF) in acknowledgement of the importance of family farming in reducing poverty and improving global food security. The IYFF aimed to promote **new development policies** at both national and regional levels that would help smallholder and family farmers eradicate hunger, reduce rural poverty and continue to play a major role in global food security through small-scale, sustainable agricultural production (FAO, 2014).

In preparation for the IYFF it was estimated that there are at least 570 million farms in the world of which over 90% can be considered as small-scale family farms (Lowder *et al.*, 2014). Promotion of the IYFF was based upon a number of **major advantages claimed for these small farms**, including that they: i) already produce 70-80% of the world's food (FAO, 2014); ii) are more efficient and produce more food per unit area than large farms (Larson *et al.*, 2014), and; iii) are central to conserving crop diversity (Altieri, 2008). Additionally, it was also observed that small farms commonly account for large proportions of the rural poor and thereby function either as a 'social buffer' or as a vehicle for addressing rural poverty through market integration and localised economic growth. The **key implication** from the IYFF being that **enhancing the production capacities of smallholders and/or ensuring their greater market integration** has the potential for a **positive impact on FNS** at different levels from national to regional to local/household, whilst also potentially having an **important role to play** in supporting / developing local rural economies. However, these conclusions receive critical consideration. For

[7] "What are the enabling conditions that would allow small farms to ensuring the production of, access to and stable supply of healthy, nutritious food for as many people as possible?"

example, Ricciardi *et al.* (2018) have taken the FAO to task with an international study that suggests previous estimates of the percentage of food produced by smallholders have either been **over-inflated by public-sector opinions** or still need much more **directly measured data to improve their accuracy**. Whilst Herrero *et al.* (2017) conclude that both **small and large farms** play important roles in ensuring that global food production is adequate, diverse and nutrient-rich.

In view of these diverse opinions there was **clearly a need** for the SALSA project to continue exploring the contribution of small farms to FNS – as well as to ask the question whether a) it is **justified to provide targeted public support** to small farms in recognition of their contribution to FNS, and; b) **what interventions are most needed and most effective** to maintain and enhance this contribution. In contrast to the global perspective of the authors cited above, the SALSA project has focused upon the contribution of small farms to FNS within:

i) A **primarily European context** (25 regions in 13 countries) with data collection and comparison relating to the African context (4 regions in 4 countries), and;
ii) The **boundaries and specificities of sub-national, regional food systems** with their contrasting farming systems and key products, consumer habits, supply chain actors (suppliers, competitors, cooperatives, customers), local infrastructures etc.

Europe

In a European context, according to 2016 farm survey data, there are now some **10. 1 million farms in the EU-28 Member States**, of which 64% are small farms distributed across all of Europe's macro-regions, but with some interesting geographical and geopolitical commonalities (Table 3). The two macro-regions with the highest number of small farmers (SF) are the EU's 11 Eastern European (EE) New Member States (NMS-11)[8], for whom SF form 75% of the total agricultural holdings, and the Southern Europe part of the EU-15 Member States, for whom small farms form 62% of the agricultural holdings. Their predominance in these areas has likely influenced the structure of the country's food chains, creating a contrast to the larger-scale agricultural models of North Western European Member States, for whom small farmers represent only 18% of their holdings.

[8] Out of the CEE regions, Czech Republic, Slovakia and Estonia have less fragmented production structure with a considerable share of bigger farms.

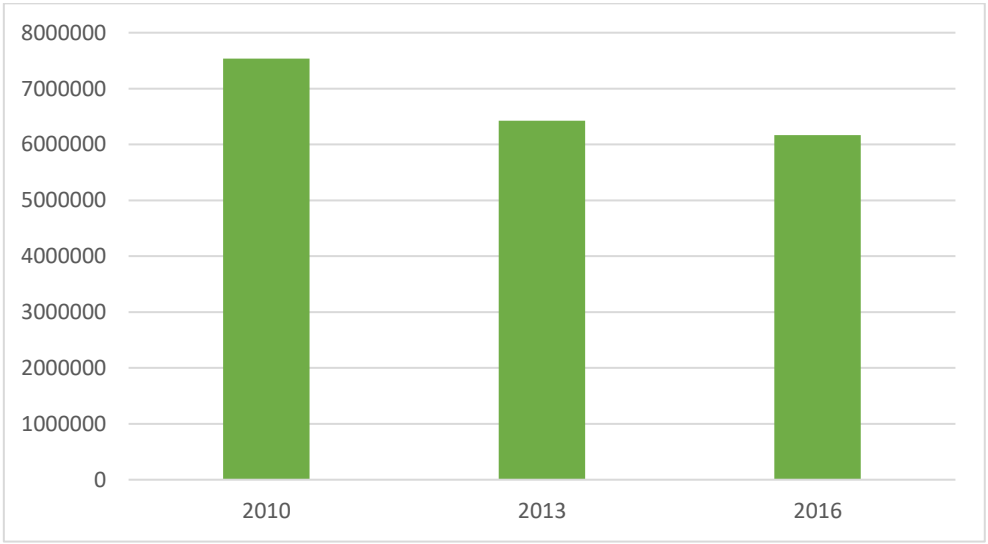
Table 3 – Distribution of Small Farms Across EU Accession Country groups

EU	Total farms	% SF	Total SF
Northern Europe (NE)	1.2 mil	18%	211,960
Southern Europe (SE)	3.0 mil	62%	1,884,390
Eastern Europe (EE)	5.9 mil	76%	4,488,450

Source: EUROSTAT (2016)

In spite of their significance in the overall European agricultural landscape, according to the European Commission report on the EU Farm Structures, during the last ten years, 100 000 small-scale farms have disappeared in in Germany, 300 000 in Bulgaria, 600 000 in Poland and 900 000 in Romania (ARC2020, 2019a). In total, the number of full-time farmers across the EU fell by over a third during the past decade, representing almost 5 million jobs (ARC2020, 2019a). When looking in particularly at small farms in Europe's macro-regions with the biggest numbers of smallholder holdings (South and Eastern Europe) we realize that between 2010-2016 we lost 1.4 million (20%) or 625 farms per day (Author's own calculations based on EUROSTAT, 2016).

Figure 6 - Number small farms (<5ha) in SALSA's Eastern, Southern & Northern European Countries

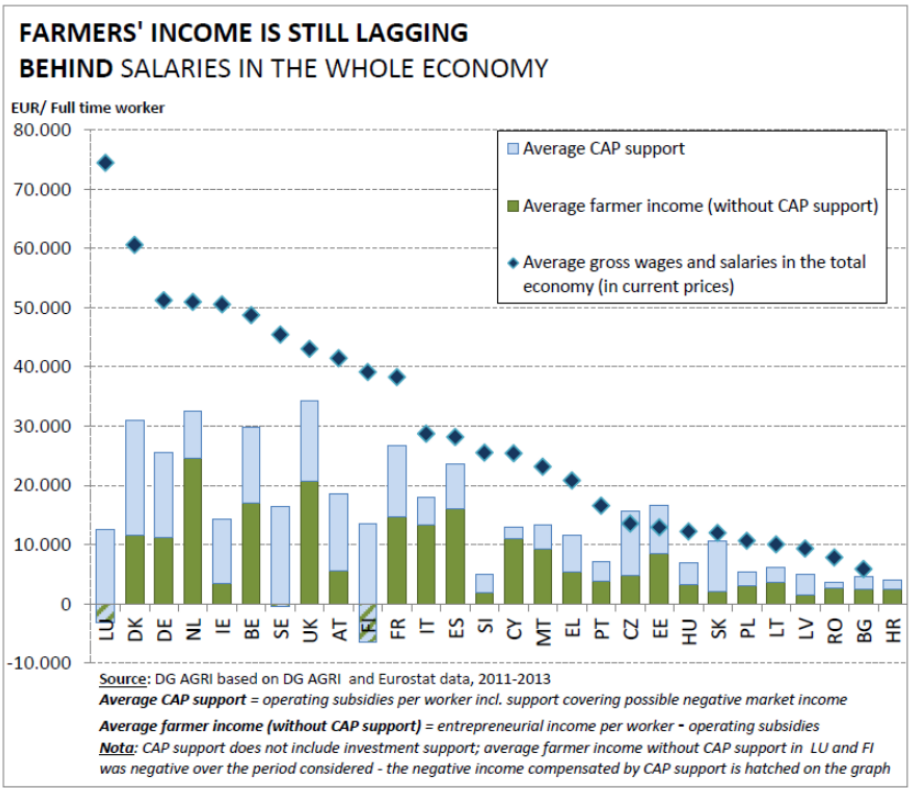


Source: Figure based on author's own calculations based on EUROSTAT (2016)

Note - See Table 4 for full overview of countries

Several factors are likely to have contributed to this decline, including increasing urban and international demand for labour following accession, the bias of CAP Direct Payments towards large farms, the strict quality and hygiene standards and the lowering of food prices that may have decreased the motivation of small farmers to self-provision (Burkitbayeva and Swinnen, 2018) and produce for the market. Matthews (2019) argues that it is primarily technology-driven productivity enhancements in other non-agricultural domains that lead to higher-paying jobs in other sectors, pulling labour out of farming. Figure 7 below highlights that in all countries the value added per family worker in agriculture is far lower than the value added per employee in the total economy (including agriculture). While CAP transfer payments help to make up some of the gap, it is only in few countries that the average income from farming is close to or above average employee income in the total economy. Matthews (2019) therefore argues that the decline of population in rural areas, and therefore in farming will inevitably continue due to this systemic dynamic of continued economic growth, technologization and low food prices in agriculture. As explained above, the declining number of farms is most pronounced among smaller farms.

Figure 7 – Farmers' Income compared to salaries in the rest of the economy



Source: Matthews (2019)

Regardless of whether small farms disappear through enlargement (to meet economies of scale) or aggregation towards larger farms, the consequence of all these trends is that **all over Europe, farms are increasing in size**, particularly in the East. On average, the largest farms are in the Czech Republic (130 ha, up from 80 ha ten years earlier) and Northern Europe, while the smaller

ones are in Southern and several countries in Eastern Europe (Romania, Poland, Bulgaria). Livestock raising has seen a similar trend. In 2013, three-quarters of the animals in the EU-28 were reared on very large farms, while the total number of animals reared on small farms has more than halved since 2005. In Romania, the country with the highest number of smallholder farmers in Europe, more than one-third of all animals were reared on small farms. Large and very large farms are also increasing in economic importance. Although farms over 100 hectares account for only three percent of the EU's farms, their numbers have risen by sixteen percent from 2005 to 2013 and they now use fifty-two percent of all agricultural land. These trends raise questions about the overall viability of small farms in the current market and policy conditions, and about what business models and policy measures would best serve their interests. Although small farms and large farms can support each other within food systems (as seen in D3.2), large farms often go hand-in-hand with the loss of jobs, a decline in diversity of farming systems, a rise in intensive practices – and environmental depletion (ARC2020, 2019b).

Africa

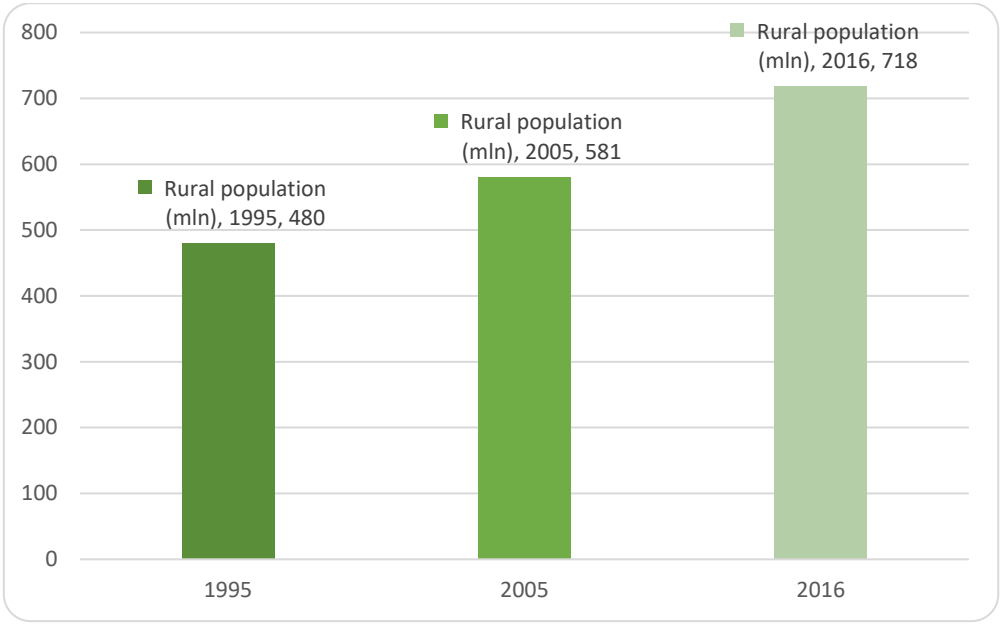
In an African context, although the countries that are part of the SALSA project are widely dispersed around the continent, the importance of small farms is very high for the local economy. Between 40-80% of Africans live in rural areas (except North and South Africa) and, in average, the majority of the population will remain rural until the 2040s. Although no consolidated data exists for all countries in Africa about the number of farms (see Table 4)**, FAO estimates that 60 million agricultural holdings provide labour for 220 million agricultural workers**. 52% of African farmers are smallholders with less than 1ha and 76% have less than 2ha. Regardless of the size, the farm reality for the average African farm is that family farming is always the dominant element, and their activities are hardly ever limited to self-provisioning, as they always engage in side commercial activities (TFRA, 2019).

Table 4 – Estimated Distribution of Small Farms Across African SALSA Countries

Country	Estimated Rural Population	% of SF in the Country	Total Estimated Number of small farms (<5ha)
Cape Verde (FAO, 2002)	230 450	90-99% (RGA)	26.841 (Estimated, based on SALSA WP3 data)
Ghana (FAO, 2015a) (IFPRI, 2008)	12 123 540	90-95% (Estimated)	10 911 000 (Estimated, based on SALSA WP3 data)
Kenya (FAO, 2015b)	33 265 500	No agricultural census	
Malawi (FAO, 2015c)	13 744 920		
Tunisia (FAO, 2017)	3 713 940		

The main challenge of African food systems for the future will be quite opposite to that faced in Europe, namely supporting the exponential population growth on the continent (see Figure 8). Africa's population has nearly doubled since the 1990s, and it should nearly double again over the next 30 years' time period by 2050.

Figure 8 - African Rural population (million)



Source: FAO (2018)

In Africa, over the next two decades, policy will have to meet the challenge of almost 20 million of youth entering yearly the labour force (from 12 million today) – in rural areas only. The current debate is whether small farms or larger-scale commercial farms are more likely to be able to absorb the rapidly growing labour force and integrate young people. A 2019 report by the EU Task Force on Rural Africa argues that, as small farms often rely on more labour intensive production methods, they are the best solution for the rural African regions over the upcoming 30 years – provided that they benefit from adequate support and regulatory environment (TFRA, 2019). Nevertheless, as will become apparent in section 3.5, African small farms still face numerous problems in going beyond assuring household self-sufficiency, in facing the growing challenges stemming from climate change and figuring out how sustainable intensification can happen. The question is to what extent small farms can help meet the challenge of the growing continental demand for food by 2050.

Conclusions on small farms across SALSA's European and African contexts

Overall**, these changing dynamics of decreasing number of small farms in Europe and increasing numbers in Africa beg for questions regarding the specific but unaddressed**

needs of small farms. In a European context, in spite of the existence of a broad menu of policy interventions offered to all farms, it can be said that **European agricultural policy continues to fail appropriately supporting small farms**. SALSA WP5 findings on governance arrangements are confirming that, while SF in most European regions felt they were highly dependent on EU and State monetary support for their survival, they also felt that these arrangements were marginally effective at meeting the above challenges. (D 5.1). In an African context, decades of program-based international development interventions have brought positive, but at times temporary changes to the situation of small farms, without leading to the systemic changed envisioned.

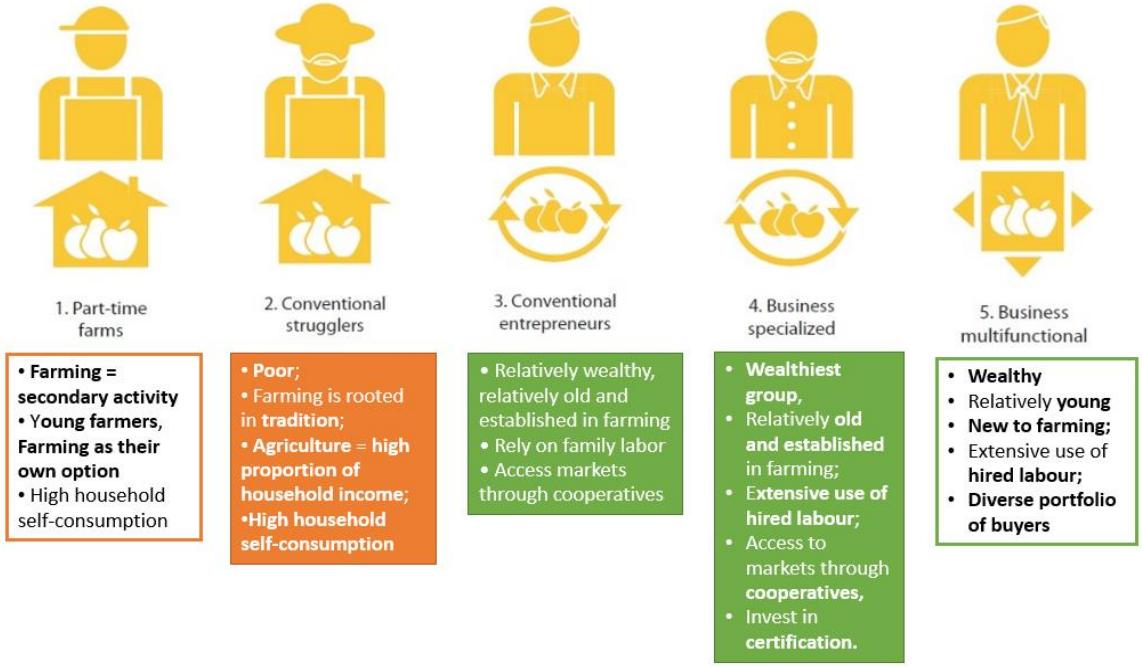
In spite of numerous gaps in policy interventions for small farms across both the European and African contexts, besides contributing to FNS in various ways, small farms are also associated with the maintenance of biodiversity, traditional landscapes and cultural heritage (Davidova *et al.*, 2013), playing an essential role in the provision of these public goods through their agricultural activity. These specific contributions have been detailed throughout the deliverables of SALSA's previous work packages, in particular:

- D1.3 providing an empirically validated SALSA conceptual framework, and in particular an elaboration of the specific ways in which small farms contribute to the various dimensions of FNS and of other public benefits
- D2.4 provided insights into the estimated production capacity of SF in different regions, as well as their contribution to food system diversity
- D3.1 and D3.3 provided an overview of the food system actors that involved in the generation of FNS outcomes in each reference region and sought to understand the position of SF in regional food systems.
- D3.2 looked at the typologies of small farmers in order to understand the types of connections of SF to food systems, degree of self-consumption and farmers' trajectories.

3.2. Eastern Europe (EE) Macro-region

The **EE macro-region holds the largest number of small farms** in Europe– an estimated 4.4 million small farms (EUROSTAT, 2016). According to the same statistics, over 3 million of these were found in Romania, an absolute outlier country due to its highly fragmented (yet also polarized) farming structure. According to the **SALSA Food Systems Typology**, described in Deliverable 3.3 and described briefly in Figure 9 below, the macro-region contains a **mix of Regional, Balanced and Export types in the selected key products' food systems**, **but with a slightly greater number of regional food systems than export-oriented ones**. In terms of **SALSA Small Famer Typologies**, described in Deliverable 3.2., the **most common small farm's types across the macro-region are the Conventional Strugglers**, followed by **Business Specialized** and **Conventional Entrepreneurs**.

Figure 9 – SALSA Small Farmer types most common in Eastern Europe *(orange = less market integrated types, green = more market integrated types)*



The section below will summarize the priority needs identified under each of the four priority themes and enabling conditions needed for the macro-region, namely: (1) People and Communities, Infrastructure and Connectivity, (2) Products, markets and marketing, (3) Agricultural Knowledge and Innovation Systems, and (4) Natural resources and climate. These are presented in further detail in the full macro-regional report in Annex 6.

(1) People and Communities, Infrastructure and Connectivity

The current priority policy theme was identified through merging two previously separate, but related policy themes, namely Infrastructure and Connectivity, and People and Communities. These were identified as closely linked by the EE macro-regional participants, highlighting the importance of building strong, up-to-date rural infrastructures for keeping rural communities alive in EE. Three specific needs were prioritized to support this. Firstly, substantial investments are still needed in road infrastructure in order to maintain the linkages between rural and urban areas, and in particular to markets and services. Secondly, but equally important, are improved rural public services, including digital infrastructures and utilities (such as proper sewage and safe drinking water). Thirdly, EE workshop participants felt strongly that rural communities need more "leaders" either from the side of more pro-active cooperatives, or from amongst the community's young farmers.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement, the workshop participants shared the following experiences:

Table 5 – EE – People and Communities, Infrastructure and Connectivity – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (require improvement)
• Digital skills for old farmers (PL) • Internet access (LV/RO/PL) • Young people are better educated (LV/RO) • Support for young farmers and small farmers (PL/RO) • EU Support for young farmers (PL/LV) • Community Centres (PL) – computers, communal spaces, social services.	• Public transportation between villages (RO/PL) • Lack of easily accessible facilities (PL/LV) • Digital skills and tools (RO/PL) • No tools that would encourage young people to stay and live in rural areas (PL/LV) • Gentrification of rural areas (PL) • Lack of cooperation/trust (RO/PL/LV).

(2) Products, Markets and Marketing

For the second most important priority policy theme in EE, the top three specific needs were firstly the development of new food supply and value added chains, followed by consumer education for creating better links with small farmers, and improving the legislation on direct sales from small farms. This indicates the need to go beyond the traditional farmers' markets in order to benefit from the emerging richer urban classes of consumers and to reconnect also to local consumers?. Nevertheless, in a context in which supermarkets have expanded rapidly in EE in the post-communist period, and especially since EU accession, support for consumer education is needed in order for small farmers to be able to compete with these by-now 'conventional' industrialized retail chains.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement, the workshop participants shared the following experiences:

Table 6 – EE – Products, Markets and Marketing – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (require improvement)
• Local farmers and crafts markets (RO/LV) • Diversification among small farms • Increasing Popularity of small farms' foods among urban dwellers – social media influencers (RO/LV) • Farmer markets existence • Consumer driven initiatives, direct buying groups, CSA • Short Food Supply Chains (on farm PYO, shops, online, including FB) • Small associations work (RO/LV)	• Grey areas in farmer markets due to a lack of flexibility in applying regulation, issues of trust with consumers, competition between SF/SFB • Lack of information about SF products (would need mobile applications on SFs and their products) • Lack of marketing knowledge and traceability • Storytelling is not a strong skill for SF • Willingness to cooperate is still low (but on the right track) (RO/LV/PL)

Worked well (positive feedback)	Not worked well (require improvement)
• NGOs, LAGs, foundations who promote and help SF to sell their products • SF sell their products on rural tourism routes • Infrastructure is not good yet but improving	• Farmers are afraid of bureaucracy and fiscality (RO/LV/PL) • Climate change innovative crops

(3) AKIS

For this third priority policy theme, the most important priority need identified was for formal professional education for small farmers. This might be related to the fact that communities of 'conventional struggler' farmer types (predominant in EE, as identified through SALSA research) are more likely to rely on tradition for their farming practices and their experience-based knowledge, rather than formal education in agriculture. Secondly, the macro-region shares a need for comprehensive farm advisory systems, targeted at the real needs of small farms, namely business development (including cooperative structures) and new production systems and technologies for small farms.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement, the workshop participants shared the following experiences:

Table 7 – EE – AKIS – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (require improvement)
• Peer-to-peer for farmers from FAS in Lithuania, on quality food coop (LT) • LEADER, but needs more visibility (LV) • NGO involvement in education (LV) • NGO Initiatives to link small farmers with consumers (RO) • FAS Croatia – LRATC Latvia, rural community centres • CAP support for those who leave the farm • Access to internet and education • Obligatory training Workshops for farmers resulted in higher attendance (PL) • Digital Advisory System (LV) • Cooperation between SF and the university in developing new products (LV)	• Advisory services in research and education (PL) • CAP measures on ecology, environmental farming, producers… (bureaucracy) (PL) • Lack of farm advisory services (PL) • Professional schools not popular and prestigious – no interest from students (LV) • FAS – monopoly on providing advice, very broad focus, only beneficiaries of M1 and M2 • No innovative tools and approaches (e.g. digital tools, knowledge networks, no research pilot for SF) (HR) • No use of M16 cooperation (M) (HR) • SF are afraid to taking risks despite many good ideas they have • Young people have a lack of local knowledge based on scientific research. • Late launching of measures on knowledge transfers and advisory services • The quality of the trainers and modules provided to farmers

(4) Natural Resources and Climate

For Natural resources and climate, two priority needs were identified. Firstly, small farmers need advice and training on how to adapt to climate change, and secondly, regarding organic farming and agro-ecology. Although traditional farming practices in the macro-region were more likely to protect the soil and other natural resources, with the opening of the markets to agro-chemicals and a lack of formal education educating about responsible agro-chemical use, these traditional practices are increasingly lost. Farmers therefore require professional programs that can help guide them towards such knowledge intensive farming systems.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 8 – EE – Natural Resources and Climate – Review of existing policy instruments and other mechanisms

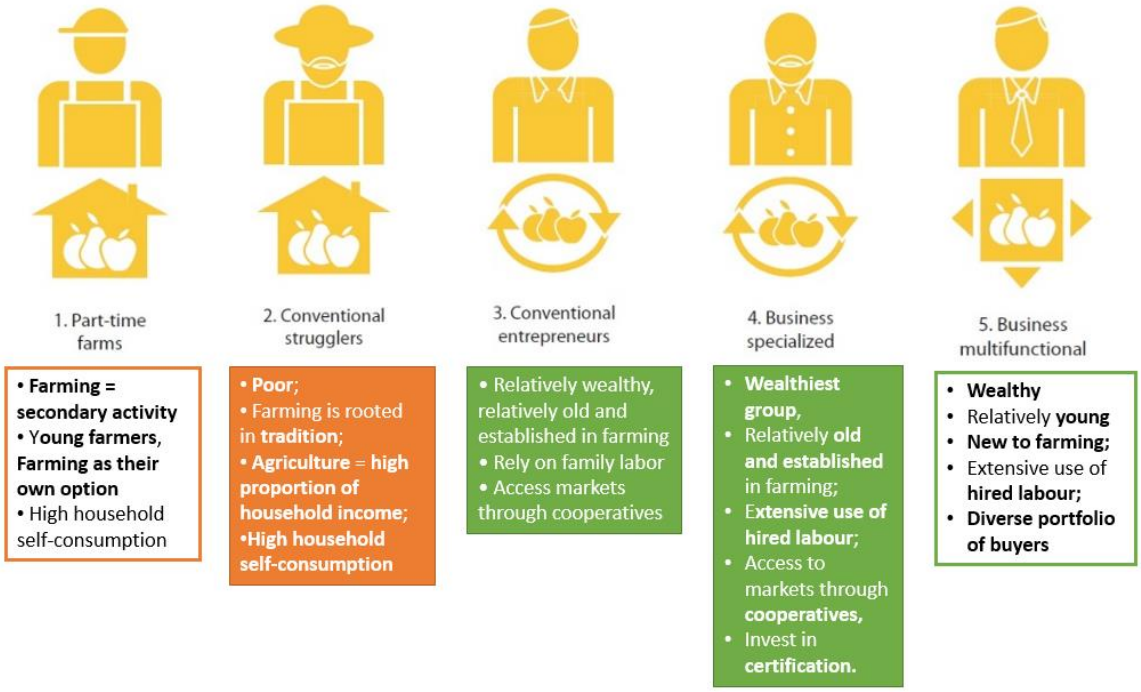
Worked well (positive feedback)	Not worked well (require improvement)
• High Natural Value (HNV) products promotion and integration to market (RO) • Government support for crisis weather • NGOs active in promoting and disseminating natural resources protection (RO) • Public support? for organic farming • EcoTourism as a viable source of income in rural areas • Vegetables producers adapted rapidly to water saving devices (RO) • Farmers in Bucovina producers uptaking for green energy devices on sheep stables (RO) • A statutory ban on turning pastures into arable land & legal protection of grasslands (RO/BG) • Integration of agro-tourism in the activity of small farms (BG) • Agri-environment for HNV & Biodiversity (RO/BG/PL)	• Platforms for manure storage are missing at farm level (RO) • Superficial controls for environmental measures or not preceeded by public awareness and dissemination information (prevention) (RO) • LAGs do not address natural resource measures as a priority (RO) • Highly polluting the tractors – obsolete (RO) • Local products not promoted as low footprint on environment (RO) • Land consolidation in the favour of big farms • Poor water storage and supply options for SF • Crops vulnerable due to highly dependency on weather fluctuations (too much rain, sun, etc)

3.3. Southern Europe (SE) Macro-region

The **SE macro-region holds the second largest number of small farms** in Europe – an estimated 1.9 million small farms (EUROSTAT, 2016). According to the **SALSA Food Systems Typology** (D.3.3) the macro-region contains a proportion of **Export types**, with specialized

production, contributing less to regional FNS. In terms of **SALSA Small Famer Typologies (D.3.2)** the **most common across the macro-region are** the **Conventional Entrepreneurs and Business Specialized, with some Conventional Strugglers as well.**

Figure 10 - SALSA Small Farmer types most common in Southern Europe *(orange = less market integrated types, green = more market integrated types)*



The section below will summarize the priority needs identified under each of the four priority themes and enabling conditions needed for the macro-region, namely: (1) Products, markets and marketing, (2) Agricultural Knowledge and Innovation Systems, (3) Natural resources and climate and (4) New Entrants. These are presented in further detail in the full macro-regional report in Annex 7.

(1) Products, Markets and Marketing

SE macro-regional participants noted three priority needs for this policy theme. Firstly, they emphasized the need for raising consumer awareness about the importance of buying products from small farms through campaigns. Secondly, they found equally important to develop value chain strategies in regions of many small farms, through coordination between SF, value chain actors and policy makers. Thirdly, participants highlighted the need to promote regional niche products, food labels and brands in regional and national food systems.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 9 - SE – Products, Markets and Marketing– Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Support for Producer Organizations (PO) in Fruits and Vegetables (to be extended to all sectors in CAP reform). Mission oriented support (quality, traceability) • Cooperation measures • Contractual negotiations (implemented in milk to be extended) Farmer's bargaining power, but in Italy does not work well. Disagreement, i.e. Lactalis • Support for innovative farmers' marketing strategies (i.e. social farming). Rural development measures to support this • Short supply food chains in Italy works (e.g. Campagna Amica) • Integration between cooperatives (inter-cooperation/inter branching)	• Hygiene rules should be adapted and improved • Rules on environmental/labour on imported food stuffs (close the competition gap)- trade rules • Second best is labelling of imports (consumers should be aware) • Competition rules and/vs agricultural policies (grey area, unclear) • Access to "local" markets: in rural development measures; fiscal measures for farmers in remote areas • Logistics of small farms • Food labelling: traceability, transparency, PDO, PGI, need for reciprocity (we should not import lower standard) • Missed link: communication and structural development funds not targeting SF enough (European Social Investment Fund) • Short food chains: No consumer awareness • Tools for valorising SF contribution to biodiversity (Rural development a lot is possible but not done)

(2) AKIS

For this second policy theme, three main priorities were identified by workshop participants. The first one was building a strong AKIS and Farm Advisory Systems (FAS), focused on marketing and improved farm management practices, which could help farmers improve their competitiveness. The second was for agricultural ministries to publicly fund and endorse agricultural education and low-cost AKIS and FAS services for small farms. The third was to better coordinate both public and private FAS, AKIS and research actors through a shared strategic agenda, defined in collaboration with all three parties.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 10 - SE – AKIS – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Specific issues are properly dealt (i.e. animal health) • There are innovations (i.e. smart farming) • Collective action identifies: 1) farmer's needs; 2) who can train; 3) benchmarking/Demo farms (not in GR)	• Fragmentation of actions lacking coordination • Local offices shut down or devoted to CAP bureaucracy or outdated • Not spread to small farmers through the advisory services • Conflict of interests: 1) public; 2) local/centralised / private • Education of innovation providers. Who teaches the advisors

(3) Natural Resources and Climate

Under the policy theme of Natural Resources and Climate, three priority needs were identified. Firstly, stakeholders found important for policy instruments to offer cultivation incentives for crop diversification, rotation, organic agriculture and Integrated Pest Management (IPM). Secondly, this measure should be coupled with developing regional crop-usage restructuring and conversion plans towards organic production, including the insertion of new technologies in the production system. Thirdly, in order to realize the previous two measures, advisory systems in the macro-region should be equipped with well-funded scientific research and extensive rural networks in order to advise on the above. Particular attention in this process should be paid to traditional breeds and varieties, especially ones resistant to drought. Small farmers also need knowledge on combatting soil erosion and support for transitioning to clean energy.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 11 - SE – Natural Resources and Climate – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• The small farms are out of the CAP greening requirements • EIP/Operational groups, it's good but complicated for small farmers. • Preserve biodiversity and agro-biodiversity (PILLAR 2) – but need to be valorised in the market.	• Southern countries tend to adapt rules in the most restrictive way • Dedicate OP for small farmers. • Risk management tools in rural development are not being used or not adapted to small farms. • Relation between size of the farm and biodiversity - this is something that should be stressed and promoted. - how this relates to collective action: small farm **patterns** contribute to biodiversity. Many farms together create biodiversity (number of products and varieties of the same products) - valorisation of products. • A lot of what was discussed is already possible - how to make a competent authority aware and succeed that they take seriously the issue of biodiversity (inertia at national level – it's not enough that the tool or the possibility is there). • Agri-environmental schemes – these are not well tailored for small farms, because of eligibility rules, because there are economies of scale in the provision of environmental services (favours larger farms). • The future of the agri-environment schemes - could be riskier for farmers: complex to demonstrate that they are producing env goods. • Innovative Agri-environment-climate schemes through a cooperative approach • Water infrastructure – lack of policy coherence (example for Alentejo).

(4) New Entrants

Finally, the priority policy theme of New Entrants was iterated by macro-regional workshop participants, who thought it encompasses two priority themes which were merged, namely Availability and Quality of Labour and Access to Land. This indicates that in the SE macro-region, the question of generational renewal in rural areas is seen in terms of attracting new entrants, who can be young, or old, but with an interest to engage in agricultural activity. For this policy theme, four priority needs were identified. Stakeholders felt there was a need to increase support for small farmers to be able to pay competitive salaries, as well as develop flexible procedures for hiring legal seasonal work. Furthermore, stakeholders identified a shared need for a land price management

system to reduce speculation, as well as for measures to valorise abandoned and non-cultivated land.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

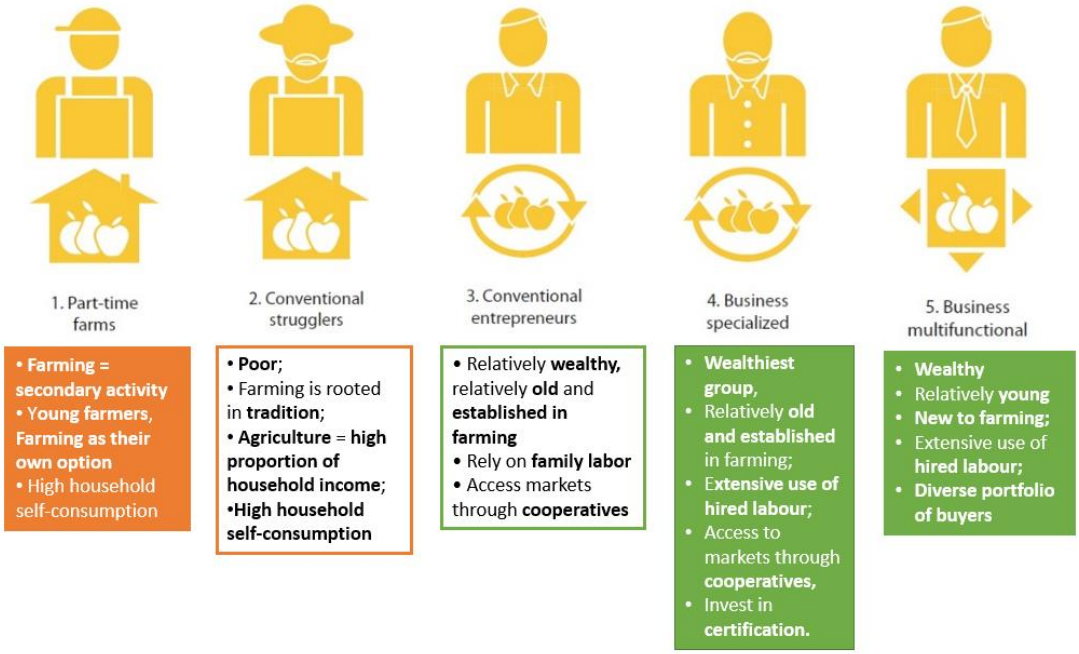
Table 12 - SE – New Entrants – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• There is an attraction for young people in agriculture but how to keep them? • Fiscal initiatives • The rural development scheme for young farmers works. • High education but not in the agricultural sector, they do mistakes…not easy to begin. • New entrants have quite a lot of good skills about markets, how markets function, what are the interesting ways to access markets. • They have diversified activities (to sustain income).	• If we want farmers to work, services need to be brought back to those areas (basic services) and need for support for initial investment. • Need for advisory services - need for demonstration farms and exchanges between farms. • Good access to agri-environmental schemes. But the access to these practices is more expensive. • Different measures for young farmers and new entrants (CAP + national level policies) • Subsidies not based on areas but on business plans • Basic income for small farmers contributing to food security and providing eco-system services. • Cooperation • Land bank in Spain – land that is available to be accessed by farmers who want to cultivate it. • Young farmers: we need to integrate old farmers and young farmers. Every time a farmer dies, we are losing something about farming and agriculture (we should write, listen, film them, recording) - programmes for retro-innovation (water saving, local varieties). • In industry/banking: people towards retirement train younger people in - it needs to be the same in agriculture. • Internship with experienced farmers in Portugal - with a small income. • Coldiretti mentions a training program example in Italy. • Participation to cooperatives: entry fee is due if you are newcomer and young (and small).

3.4. Northern Europe (NE) Macro-region

The **NE macro-region holds the lowest number of small farms** in Europe – an estimated 200,000 small farms (EUROSTAT, 2016). According to the **SALSA Food Systems Typology**, the macro-region contains a proportion of **regional food systems,** but small farmers produce a small part of the food produced in the region and therefore have a low contribution to regional FNS. In terms of **SALSA Small Famer Typologies**, there **is a close tie between Part time, Business Multifunctional and Business Specialized types. These are presented in further detail in the full macro-regional report in Annex 8.**

Figure 11 - SALSA Small Farmer types most common in Northern Europe *(orange = less market integrated types, green = more market integrated types)*



The section below will summarize the priority needs identified under each of the four priority themes and enabling conditions needed for each of the countries in the macro-region. Unlike other macro-regions, due to the policy heterogeneity of the regions analysed (EU, Brexit and non-EU) and the small number of workshop participants (14 participants) attending to discuss policy priority, it was not possible to confidently identify common patterns of intervention needs, in a similar manner to the other macro-regions (see Limitations section 2.5 for further details).

Scotland

Two priority policy themes were identified, namely Access to Land and Market Integration of Small Farms. For the former, the top need was to allow land reform on the West coast of Scotland in order to enable access to affordable land. For the latter, support for local food brands, small

farms and local provenance could be coupled with longer term support for initiatives and start-ups in order to allow them to develop durable market linkages for small farms.

North France

For North France the policy theme of Access to Land was equally important, with easier access to land for collaborative, innovative and diversified small farm models as the main priority interventions. A second issue was related to general governance factors with a perceived need among rural stakeholders for more localised, small-scale and up /downstream collaboration.

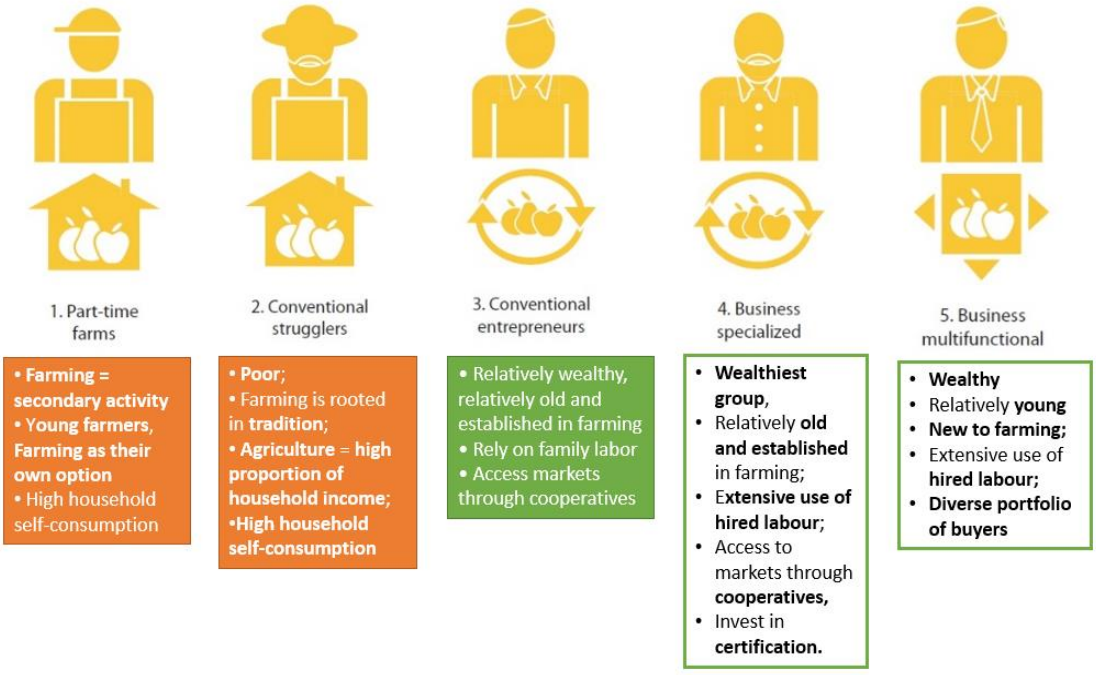
Norway

For Norway, the context was slightly different. The top priority policy theme identified was Connectivity and Infrastructure, where the priority need was to increase investments in connectivity, infrastructure (better roads / reducing travel time) and avoiding centralizing public services in order to maintain rural areas alive. The second priority policy theme was AKIS, where stakeholders felt that measures should be coupled with capital or investment programs to allow small farms to acquire new technologies. Thirdly, in terms of Natural Resources and Climate, the priority intervention identified was increasing investments in climate-smart technologies.

3.5. Africa (AFR) Macro-region

According to the **SALSA Food Systems Typology** (D.3.3), the macro-region predominately **Regional, types of food systems**, with only two Balanced/Export regions in Ghana. According to the **SALSA Small Farmers Typology** (D.3.2.), the macro-region contains a **mix of Conventional Strugglers, Part-time farmers and some Conventional Entrepreneurs.**

Figure 12 - SALSA Small Farmer types most common in Africa *(orange = less market integrated types, green = more market integrated types)*



The section below will summarize the priority needs identified under each of the five priority themes and enabling conditions needed for the macro-region, namely: (1) Youth Engagement in Agriculture (2) Access to Funding and Affordable Credit, (2) Agricultural Knowledge and Innovation Systems, (3) Better Infrastructure and connectivity, (4) Natural resources and climate and (5) Products, markets and marketing. These are presented in further detail in the full macro-regional report in Annex 9.

(1) Youth Engagement in Agriculture

Workshop stakeholders identified Youth Engagement in Agriculture as an important new theme, which they thought summarized both the People and Community Priority theme, as well as that on Availability and Quality of Labour. This indicates the perspective of AFR stakeholders that engaging youth is the most important priority for the continuity of rural communities. Three priority needs were identified. Firstly, the appeal of agriculture for youth should be improved through technology and land access. Secondly, there is a need for investment incentives to encourage youth in agriculture. Thirdly, AFR rural areas also require the creation of a broader range of rural jobs through business or industry in order to preserve young people in those areas.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 13 – AFR – Youth Engagement in Agriculture – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Land availability is good in the Rift Valley of Kenya – so youths can access land for farming • There are specific funds supporting rural youths for enterprise development (e.g. UWEZO fund, Kenya; Planting for Food and Jobs in Ghana) • There is some access to agribusiness opportunities through youth-based organisations • TVET (Technical and Vocational Education and Training) internships are available for youths in Kenya (Agricultural Colleges and Farm Institutes in Ghana) • Incubation centres and agricultural shows can help youths to develop businesses and innovations • Apprenticeships are helping the youth to start training in agriculture at an early stage • Supporting policies include the Youth Development Policy in Kenya and the Agribusiness policy (Youth in Agriculture programme in Ghana)	• Poor match between youth education and the needs of small farms and agribusinesses. Focus is on theory, not practice. • Agriculture is not always promoted as an enterprise, and this can put off youths • Credit governance makes it difficult to access credit, and the land tenure system does not allow using land as a collateral • Youth participation in policy design and implementation is weak with limited opportunity to contribute to policy design • The use of technology in farming is not sufficiently promoted to make farming attractive to youth • There is inadequate support to and use of youth innovations • Agricultural research is poorly linked to the needs of farmers. Access to research is poor. • There are no tax incentives / tax exemptions for young farmers

(2) Access to Affordable Credit

For this priority policy theme, three priority interventions were identified. Firstly, better credit schemes for small farmers and agriculture would enable them to upgrade their production and increase their productivity. Secondly, stakeholders felt there was a need to stimulate the uptake of insurance for crop failures and thirdly, that the Agricultural Development Bank should return to Agricultural financing.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 14 – AFR – Access to Affordable Credit – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Innovative flexible policies allowing emergence of credit facilities in Kenya and Ghana • Private sector credit facilities – microcredit schemes, especially in Kenya. Some NGOs in Ghana provide credit with high recovery rates • ICT/mobile-enabled credit facilities in Kenya • Linkages between vegetable farming industry and small farms in Tunisia • Direct government /public support for small farms in Ghana, including subsidy inputs in Ghana and Malawi (Planting for Food and Jobs programme) and Tunisia • Public credit systems – Agricultural Development Bank (ADB) – Ghana, the Banque Nationale Agricole (BNA), which provides access to specific credits (for seasonal crops and investment etc.) in Tunisia, AFC Kenya/Agricultural Development Cooperative • Non-state pro-poor micro-credit programs in Cape Verde • Introduction of Value Chain Financing in Ghana by mainly Projects, NGOs and Microfinance institutions (eg SINAPI ABA Savings and Loans, Presby Agricultural Services).	• Removal of social barriers to credit access Kenya • Public/Government finance to small farms (previous models in Ghana did not work well because of low recovery) • Mobile credit is increasing personal debt due to high interest rates and unregulated digital services (see here for further information) • Public-private partnerships (all countries) • Alternative off-farm credit (off-farm employment) • Monopolizing input supplies (Tunisia) • Enhance informal land-tenure systems to enable access to credits (Tunisia, Cape Verde, Kenya) • ADB credit to farmers should be re-instated

(3) Natural Resources and Climate

In terms of Natural Resources and Climate, four interventions were prioritized by SALSA policy stakeholders. Firstly, these actors felt that extension services are paramount for educating small farms about climate change, as well as educating country governments about climate change risks

and opportunities. Secondly, micro-irrigation systems should be developed in order to help farms overcome drought. Thirdly, special programs should be developed (or, by case, maintained) in order to reduce the tree felling for firewood.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 15 – AFR – Natural Resources and Climate – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Devolved / decentralised climate finance – country governments are working close with farmers to contextualise actions instead of implementing blanket recommendations (Kenyan counties) • More awareness of climate change issues via CIDPs (County integrated development plans) that integrate climate change in Kenya • The Kenyan constitution now recognises allocation of land to women. This has helped women to access land and manage it sustainably (because they have tenure security) • County sensitisation on the Green Economy Strategy and Implementation Plan (GESIP) – implemented since 2015. This is meant to sensitise farmers on low carbon technologies / encourage them to adopt circular economy principles – e.g. use manure for biogas. Is working on some model farms. • Many non-state actors / NGOs have engaged farmers to be more resilient (e.g. via introduction of organic / agro-ecological practices also in Ghana) • Training on conservation agriculture and climate smart agriculture (Kenya, Southern Africa, Ghana) • FTCs (Farmer training centres) and ATDC (Agric technology development centres) have worked in training farmers in sustainable NRM (Kenya) • Agroforestry has been promoted a lot in dry areas and has benefited small farms also in Ghana. • Some counties are also engaged in processing / value addition (e.g. mango) (county govt, and some private investors).	• Agriculture extension services (Kenya) in most counties not working – there are not enough resources for operations and to train staff. In particular, individual farmers not linked to a project or coop are not able to access extension staff. • Efforts to organise small farmers into groups and cooperatives has not been so successful because of high costs associated with operations. So difficult to implement any NRG management via groups • Many interventions depend on project / donor funding, so are not sustainable and not able to achieve impact at scale • Lack of understanding (amongst professionals and decision makers) of the small farm economy – how to maximise production without damaging the natural resource base. Interventions are not based on adequate knowledge of the small farm economy. • Coverage of FTCs and other interventions have not really been benefiting farmers at scale • Adoption levels of climate smart agricultural technologies is quite low. Low numbers of trained personnel on climate smart agriculture • There has been some training of farmers on climate smart agriculture, but adoption rates are low (perhaps practices are not adapted to small farm needs). There is a climate smart agriculture implementation framework. • A lot of the measures are not sustainable beyond the financing period. • Prioritisation of climate change issues at the county level is not always happening • 4K clubs have died off (school programme) • Policies must be implemented

Worked well (positive feedback)	Not worked well (requires improvement)
• The Ghana National on Climate Change Adaptation Strategy; Ghana National Climate Change Policy and Ghana National Climate Change Policy Framework are in place • Afforestation and Re-afforestation projects implemented (more trees are planted)	

(4) Products, Markets and Marketing

For Products, Markets and Marketing, the priority policy interventions identified by workshop participants were to develop processing and storage for value addition to small farms produce, as well as developing more structured demand systems (based on multi-stakeholder platforms and price control systems).

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 16 – AFR – Products, Markets and Marketing– Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Good level of household consumption for several crops (staples) due to increasing (rural) population and therefore increasing demand for food • Improved market information overall (but with varying degrees of success in different African regions, meaning a more positive effect in Balaka, Malawi due to minim price setting and media promotion, but less positive outcomes or Kenya's Ugunja, where just the regular market price is offered by middlemen) • Sharing of market prices through mobile phones	• Farmers in many regions are still facing productivity issues and high self-consumption needs preventing them to be a constant contributor to regional and international markets; productivity issues could potentially be caused by lack of understanding of markets and motivation to improve production • Lack of knowledge and financial capacity to make the necessary investments to meet quality standards, branding and marketing requirements and conduct basic processing • Better research and documentation about the amount of market aggregators in each region who can create market linkages for small farmers • Mismanagement of cooperatives by small farmers themselves due to lack of skill in cooperative management and elder leaders taking over cooperatives to the disadvantage of younger, more ambitious farmers • Input counterfeits on the seeds and input markets need better government regulation

Worked well (positive feedback)	Not worked well (requires improvement)
	• Need for more structured markets in order to understand demand better or have options for contract farming • Low reputation of small farmer produce for urban consumers requires more positive advertisement programs • High price fluctuations should be reduced.

(5) Infrastructure and Connectivity

In terms of improving connectivity and infrastructure, the priority interventions were for country governments to conduct proper needs assessments of rural areas, to develop better rural roads and connectivity to market cities/island, as well as faster, stable or cheap internet connections.

In terms of reviewing the existing policy instruments and mechanisms that have either worked well, or require improvement for this policy theme, the workshop participants shared the following experiences:

Table 17 – AFR – Infrastructure and Connectivity – Review of existing policy instruments and other mechanisms

Worked well (positive feedback)	Not worked well (requires improvement)
• Use taxes from cash crops (coffee, cocoa and tea) to improve road network and quality • Reduce the cost of construction / road maintenance • "Last mile" and 'Rural Electrification' electricity connection has worked well in most rural areas in Kenya and Ghana respectively. • Cost of electricity connection has gone down in Kenya (1,500 Kenyan Shilling) • Good mobile phone coverage in Kenya by several companies, even in rural areas • There are local FM radio and TV stations broadcasting in local languages • Mobile phone usage has expanded with agricultural messages sent to farmers through SMS and voice in local languages (ESOKO, mfarm)	• The roads serving rural farmers are of poor quality (limited funding for improving feeder roads by the county governments in Kenya) • In areas with no electricity: provide support to solar companies to provide solar energy to rural community farmers (The Kenya Off-Grid Solar Access Project (KOSAP) a flagship project of the Ministry of Energy, financed by the World Bank, might bring change in remote villages when implemented) • Irrigation: Irrigation infrastructure should be improved for small scale and large-scale farmers

4. Discussion

The current discussion will offer a comparative and concluding answer to the main research question of the deliverable, namely:

> *"What are the enabling conditions that would allow small farms to ensuring the production of, access to and stable supply of healthy, nutritious food for as many people as possible?"*

Based on the prioritization of needs conducted during the SALSA macro-regional workshops[9].

The comparative overview of the prioritization of the various needs is shown in Figure 13, at the end of the current chapter.

4.1. Small Farmers Needs Across Macro-regions

In order to fully understand the overall enabling conditions for small farms, it is important to analyse the comparative priority policy themes and top priority issues under each across all four macro-regions. Considering the overall prioritization of needs across macro-regions in Figure 13 (see end of chapter) and overall priority ranking (see Annex 1), a few policy themes emerge as important for small farms across the European and African contexts studied, but with lightly different overall rankings, as well as regional specificities. Six of the eight policy themes in particular deserve attention due to their recurring top prioritization in all the four macro-regions, namely: (1) Products, Markets and Marketing, (2) AKIS, (3) Natural Resources and Climate, (4) Access to Land/ New Entrants, (5) Better Infrastructure and Connectivity, (6) Affordable Access to Credit. These will be discussed below, in the order of their overall comparative prioritization across the four macro-regions.

The findings confirm that there are more commonalities between the priority issues of European farmers across the three European macro-regions, than across the European and African contexts, with the exception of the Natural resources and climate policy theme, where a general concern for small farmers' climate adaptation was shared across all macro-regions in both the European and African contexts.

4.1.1. Products Markets and Marketing

This policy theme seems to be important across all macro-regions, but with specific variations. Although the overall rankings are not very reliable measures, the theme was the most voted issue for the SE macro-region, the second most important for the EE macro-region, relevant for Scotland and North France in the NE macro-region and also the fourth out of the five prioritized issues in AFR.

Interestingly, both the EE and SE macro-regional stakeholders identify the need to educate and engage consumers regarding the numerous benefits of purchasing more products from small

[9] The particular needs emerging from the evaluation of current policy mechanisms and appropriateness for small farms (what worked well/less well tables) will be further elaborated in D6.2.

farms, as well as the development of new value added value chains through niche, local products, food labels and brands as one of their top three priorities. The regional differences between the two macro-regions are that, while the SE macro-region feels that this could best be aided by local value chain strategies coordinating all actors across the value chain and creating new dynamics and engagement, in EE one of the main priorities to facilitate these changes of regulation regarding direct sales from small farms. This indicates the need to address the issue of national and regional legislation serving as a barrier in the EE macro-region, as well as the need for increased cooperation in SE.

Stakeholders in Scotland in the NE macro-region share the perceived need in both EE and SE regarding supporting local brands and local provenance labels, but sees these as alternative food networks, and find that these should be structurally supported on the longer term through start-up funds in order for them to reach viability. Furthermore, in North France the governance issue of needing more vertical and horizontal cooperation can also be interpreted as being of relevance to the development of markets issue (but also other types of cooperation).

Stakeholders from the AFR macro-region, but predominately from Kenya and Malawi, seem to share the need for accessing value added supply chains, but felt the acute need to upgrade their processing and storage facilities in order to reach this goal. Furthermore, although during the workshop they acknowledged the benefits of liberalized markets, they also prioritized the need for more structured demand through multi-stakeholder platforms and price control systems, as a way to escape the perils of middle-men and gain more structure in their predominately regional supply chains.

Overall, these macro-regional differences indicate the fact that stakeholders across the four macro-regions are seeking for solutions to integrate small farms on the market, in a context in which consumers are increasingly relying on conventional supermarket chains (Europe) or where clear commercial pathways where small farms could sell their produce have not been developed in all regions (Africa). For this reason, differentiating small famer produce through specific branding, educating consumers and engaging them through alternative supply chains seems to be the overall priority for small farms across European macro-regions, while for the AFR context, greater value added is seen in terms of building the necessary processing and storage infrastructures.

4.1.2. AKIS

The second most important policy theme across macro-regions is the AKIS, which was selected as the third most important topic in EE, the second-most important topic in SE and also of relevance to the Norwegian regions in NE. Interestingly, AKIS was not one of the top five priority issues selected by the AFR stakeholders during the workshop, but it closely followed in the workshop's voting ranking as sixth (see Annex 9).

Across the EE and SE macro-regions a common need from the AKIS systems is to develop strong Agricultural Knowledge and Innovation Support systems focused on marketing, business development, new sustainable production systems (involving climate-smart and organic farming

practices), technologies for small farms and other improved farm management practices. Also, in both macro-regions the importance of developing strong publicly-funded AKIS systems seems to be important, in the EE macro-region with an emphasis on the formal professional education of small farmers and on training regarding developing durable cooperative structures. In spite of the AFR AKIS-related issues not being among the absolute top priorities according to SALSA's workshop outcomes, it is important to note that they echoed the resource-related, the range and topics of services issues of FAS systems in the SE and EE European regions, as well as the EE issues of formal education for small farms. Additionally, AFR regions punctuate the need for better training of FAS in what concerns the application of phyto-pharmaceutical products.

In the Norwegian regions in NE the concerns of small farmer-related stakeholders have to do more with coupling farm advisory systems with appropriate crediting mechanisms in order for small farmers to also be able to make the transition to more sophisticated production systems.

Overall, the macro-regional differences indicate that small farmers have a great need for information and appropriate training regarding how to remain profitable through marketing and production systems, but that these need to be publicly funded and coupled with appropriate credit mechanisms to enable them to make the necessary changes and investment risks proposed by farm advisors.

4.1.3. Natural Resources and Climate

SALSA's policy stakeholders across macro-regions also seemed to be aware of the importance of involving and supporting small farms in the transition towards more environmentally friendly farming practices. This is highlighted by the fact that this policy theme was prioritized as the third most important for small farms in SE and AFR and as the fourth for EE. In the NE context, the policy theme was relevant for the Norwegian macro-regions.

In spite of the fact that this policy theme did not have the highest ranking in any of the four macro-regions, all the four macro-regions mentioned as top priority various measures to help small farms better adapt and mitigate their climate change impacts. One important commonality between the EE, SE and AFR macro-regions is that one of the top three priorities for enabling small farmers' adaptation to climate change is developing farm advisory systems that can educate both small farmers and regional authorities about the necessary changes needed. This finding seems to come in continuation of SALSA's conclusion that also governance frameworks for climate adaptation are lacking in all macro-regional contexts, and particularly at a national and regional level (see D5.1). In this context, FAS are seen as playing a key role in disseminating the right information to small farmers in rural areas. Interestingly, the SE macro-region is the only one where SALSA's policy stakeholders mentioned climate change mitigation measures as an important need, and therefore also enabling condition for small farms. This is probably due SE being one of the most sensitive in the world to ongoing changes and to know future scenarios of climate change, with water scarcity being already a growing problem every summer. Such practices were seen in terms of changing production systems to organic agriculture, increasing the use of traditional varieties,

diversification, crop rotation and Integrated Pest Management (IPM). Stakeholders felt that, for such a transition to take place, appropriate cultivation incentives and regional crop-usage restructuring plans could be drawn up and paired with plans for inserting new technologies. For Norwegian stakeholders, in the NE macro-region, the most important need in terms of small farms and climate change was offering funding for purchasing climate smart technologies, while in AFR the emphasis was on building micro-irrigation infrastructures and developing interventions to reduce the falling of trees for firewood.

4.1.4. Access to Land / New Entrants / Youth Engagement in Agriculture

One of the most interesting findings of the SALSA WP6 work has been identifying a common issue across all the four macro-regions related to both the physical resource-based issue of Access to Land and the social aspects of maintaining rural communities, but with different nuances and emphases on either the social or physical resource issues.

The strength of this finding comes from the fact that, although the appropriate policy theme from the 8 categories to be prioritized at a macro-regional level was Access to Land, stakeholders in all macro-regions requested the workshop facilitators to merge this specific policy issue with other policy themes (Availability and Quality of labour, People and Communities). These were then reformulated to suit the specific macro-regional context. More specifically, in the SE macro-region, the needs of small farms were phrased in terms of supporting New Entrants in rural areas (merging Availability and Quality of Labour and Access to land) and were the fourth out of four priority policy themes. For the NE, for both Scottish regions and Northern France, the issue of Access to Land was also discussed in a broader context of Rural Demographic Trends, in which developing strategies for small farmers and rural communities to be able to collectively find new solutions for land management was seen as important. While for both the SE and NE macro-regions, the issue of rural community resilience is related to a relatively new trend of new entrants returning to rural areas for various lifestyle related benefits, the concern in an African context relates to a new topic proposed, namely was Youth Engagement in Agriculture. This was obtained by merging similar youth-related concerns under the People and Communities and Availability and Quality of Labour topics. This policy theme was the first and also most important enabling conditions selected by SALSA policy stakeholders in AFR, indicating a concern for a worrying trend of rural exodus which has been common in many European regions during the past decades. The separate topic of Access to land (as a physical resource) was the last out of 8 prioritized issues in AFR, but echoed some of the European concerns related to land consolidation (EE), land price control systems due to competing demands (SE and EE – see below).

In the fourth EE context, the issue of rural community livelihoods was approached in terms of 'Rural Infrastructure and Connectivity' and 'People and Communities', which will be discussed under Infrastructure issues (see section 4.1.5 below), but it is also interesting to note here that the actual underlying concern is preserving rural communities and prioritized as the number one issue.

The priority issues of Access to Land have more to do with finalizing cadastral issues, which are impeding reforms on various land monitoring, sales and other administration issues. As this was the fifth out of eight priority policy themes, and as this specific priority issue had a very specific scope, it was not taken into account further during the EE macro-regional workshop.

A common issue across the SE and NE is intervening in ways that can assure affordable access to land for small farms. Stakeholder prioritized enabling interventions for solving this issue such as through land reform of the cropping policies on the West Coast of Scotland, developing collaborative models of land management, especially for valorizing non-cultivated land, in North France and the SE macro-region. For the SE macro-region, additionally labor-related issues noted were increasing the support to small farmers to pay competitive salaries, as well as developing flexible hiring procedures. These social aspects echo the concerns of AFR stakeholders related to developing rural jobs through businesses or industry in order to preserve youth in rural areas. Other measures which AFR policy stakeholders see as vital for generational renewal in agriculture are increasing the appeal of agriculture for youth through technology and land access, as well as offering investment funds for youth to be able to develop businesses through agriculture.

One broad level conclusion of these findings seems to be that land access and community issues, especially in relation to the depopulation of rural areas and abandonment of land (underlying causes small farmer trends discussed in section 3.1), should be considered as inseparable issues. Nevertheless, the variety of emphases noted through the findings indicate that the specific circumstances under which these issues manifest in each macro-region and region with large proportions of small farms should be taken into account.

4.1.5. Better Infrastructure and Connectivity

Better Infrastructure and Connectivity is an enabling condition which is important for many rural areas, but appeared as one of the top four particularly relevant in only a selected number of cases. As discussed in section 4.1.4 above, in the EE macro-region it was the top policy theme prioritized by stakeholders (by it being merged with the policy theme of People and Communities). It was the fifth (out of 8) policy theme prioritized and discussed during the AFR macro-regional workshop. In a NE context, the issue of rural infrastructures was prioritized as one of the top-three policy issues for the Norwegian regions. For the SE macro-region, although this was not one of the top four policy issues discussed during the macro-regional workshop, the topic ranked fifth out of eight, and echoed the concerns in the EE macro-region (see Figure 13 below).

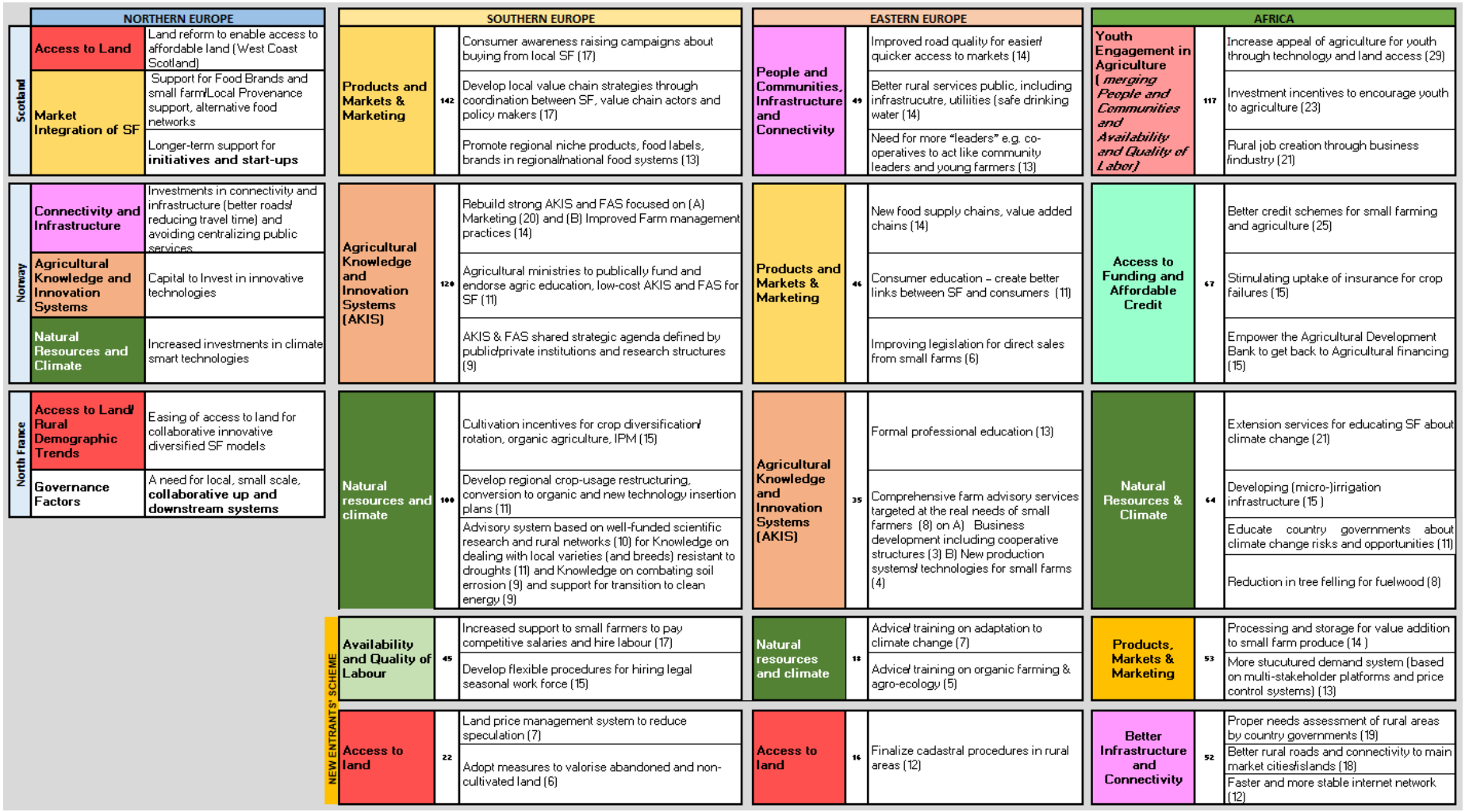
A common priority need under all three regions is investing in road infrastructures, rural-urban transport and connectivity with urban centres (additionally airports for SE and islands for the Cape Verdian regions in AFR). These are also some of the main markets for small farmers' and therefore an underlying enabling conditions of the top priority policy theme of small farms, namely Products, Markets and Marketing (see section 4.1.2 above). The quality of this connection is measured both in terms of road quality, and also in travel time to the closest urban centre (or airport connection) for both private and public transport. A second common need between the EE, SE and AFR

macro-regions is the continued investment in faster, stable and affordable internet connections, which are increasingly being seen as a vital connectivity utility enabling many future technologies and services? for small farms. The EE and SE macro-regions share a concern for investments in better rural public services (medical care, education), as well as utilities such as safe drinking water and sewage services (especially in EE). In EE, due to the specific additional emphasis on People and Communities, rural infrastructures are also seen in terms of better equipped rural community centres, which could enable internet access, provide digital trainings, paving the way for increased use of e-services in the future. Also in this macro-region there is an increased need for rural community leaders who can inspire and motivate action into rural areas, echoing some of the issues discussed in section 4.1.4 above on the importance of encouraging youth in rural areas. In an AFR context, another specific issue is the need for country governments to conduct proper needs assessments of rural areas in order to be able to offer solutions that respond to the actual concerns of small farms residing in them.

4.1.6. Affordable access to credit (AFR)

Last but not least, it is important to also note wherever a specific issue stands out as being much more relevant in only one particular macro-region, but not in the rest. In the case of the SALSA WP6 work, this is the topic of Access to Affordable Credit in an AFR context, which emerged as the second top priority issue, unlike all the other European macro-regions (where it did not rank among the top priorities voted by attendees i.e. seventh or eighth out of eight priorities). One potential reason why this might be the case is that the subsidy system in SALSA's AFR countries and regions is not as well developed as the Common Agricultural Policy (and other EU and National funds) influencing most of SALSA's European regions studied. In contrast to the AFR context, the CAP offers a broad range of publicly funded interventions for agriculture and rural areas, including direct payments. However, while these are reported to bring some stability to rural farmers, they are potentially still not well suited to the needs of small farms. For this reason, one of the main specific needs of small farms in AFR countries is to have access to better credit schemes for small farming and agriculture, as well as re-engaging important finance related players, such as the Agricultural Development Bank, in agriculture and small farmer related programs. Considering the higher concern in an AFR context for climate change related crop failures (see section 4.1.4 above) it is also explainable why stimulating uptake of insurance for crop failures was seen as an important need in AFR regions. Considering the aim of the current deliverable to highlight needs for tailoring of international cooperation in an AFR context, the further development of research and policy support partnerships between the European and African contexts in order to build the capacity of AFR governments regarding subsidies programs could also help address this particular need identified through SALSA's WP6 work.

Figure 13 – Overview of top 4-5 SALSA Priority policy themes and specific needs of small farm across the NE, SE, EE and AFR macro-regions *(see Annex 1 for more legible version)*



5. Conclusions

Overall, the current deliverable identified five priority categories of enabling conditions (policy themes) which allow small farmers to ensure the production of, access to and stable supply of healthy, nutritious food for as many people as possible, even in spite of the challenges related to small farmer trends and FNS discussed in section 3.1. These are: (1) Products, Markets and Marketing, (2) AKIS, (3) Natural Resources and Climate, (4) Access to Land/New Entrants and Youth Engagement in Agriculture, as well as (5) Better Infrastructure and Connectivity (see section 4.1). the Affordable Access to credit was highlighted as important cross the SALSA AFR regions studied. While macro-regional and regional variations exist, and should most certainly be taken into account, a broader level vision across the SALSA contexts related to the enabling environment for small farms emerges. In order to continue providing the benefits to FNS and other public goods, small farmers need to be enabled with alternative, higher value added supply chains involving consumers as active partners, which can be achieved through niche products, local produce labels and other types of branding but also higher levels consummers engagement. Publically funded AKIS systems are seen as key for providing small farms with the necessary information and education about how to achieve this, as well as upgrade their production systems, especially when considering the growing risks posed by Climate (and other challenges related to Natural resources). Last but not least, all of the above cannot be achieved without small farmers being enabled and encouraged to remain in rural areas through both access land, innovative social arrangements for new entrants and youth. Especially for depopulating communities, investments in roads, rural services, utilities, internet infrastructures, technological and leadership education is key for assuring that small farmers can adapt and prevail in spite of the increasing challenges they might face by the 2050 horizon.

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Annex 1 – Comparative Table of Small Farmers' Needs per macro-region

A more legible overview of the comparison of all macro-regional issues (with priority rankings) from **Figure 13** is included in this Annex.

EASTERN EUROPE		
People and Communities, Infrastructure and Connectivity	49	Improved road quality for easier/ quicker access to markets (14)
		Better rural services public, including infrastrucutre, utiliities (safe drinking water (14)
		Need for more "leaders" e.g. co-operatives to act like community leaders and young farmers (13)
Products and Markets & Marketing	46	New food supply chains, value added chains (14)
		Consumer education – create better links between SF and consumers (11)
		Improving legislation for direct sales from small farms (6)
Agricultural Knowledge and Innovation Systems (AKIS)	35	Formal professional education (13)
		Comprehensive farm advisory services targeted at the real needs of small farmers (8) on A) Business development including cooperative structures (3) B) New production systems/ technologies for small farms (4)
Natural resources and climate	18	Advice/ training on adaptation to climate change (7)
		Advice/ training on organic farming & agro-ecology (5)
Access to land	16	Finalize cadastral procedures in rural areas (12)
Availability and Quality of Labour	10	Vocational training schemes focused on small farms e.g. via agricultural high schools (6)
Access to affordable credit	5	Rural savings and loan associations that have local offices/services (5)

SOUTHERN EUROPE		
Products and Markets & Marketing	142	Consumer awareness raising campaigns about buying from local SF (17)
		Develop local value chain strategies through coordination between SF, value chain actors and policy makers (17)
		Promote regional niche products, food labels, brands in regional/national food systems (13)
Agricultural Knowledge and Innovation Systems (AKIS)	120	Rebuild strong AKIS and FAS focused on (A) Marketing (20) and (B) Improved Farm management practices (14)
		Agricultural ministries to publically fund and endorse agric education, low-cost AKIS and FAS for SF (11)
		AKIS & FAS shared strategic agenda defined by public/private institutions and research structures (9)
Natural resources and climate	100	Cultivation incentives for crop diversification/ rotation, organic agriculture, IPM (15)
		Develop regional crop-usage restructuring, conversion to organic and new technology insertion plans (11)
		Advisory system based on well-funded scientific research and rural networks (10) for Knowledge on dealing with local varieties (and breeds) resistant to droughts (11) and Knowledge on combating soil errosion (9) and support for transition to clean energy (9)

NEW ENTRANTS' SCHEME			
	Availability and Quality of Labour	45	Increased support to small farmers to pay competitive salaries and hire labour (17)
			Develop flexible procedures for hiring legal seasonal work force (15)
	Access to land	22	Land price management system to reduce speculation (7)
			Adopt measures to valorise abandoned and non-cultivated land (6)
	Better Infrastructure and Connectivity	33	Better services: medical care, education and roads to cities and airports (17)
			Improve rural internet infrastructures and household penetration by lowering rural service costs (10)
	Access to affordable credit	30	Reduce administrative bureaucracy for SF to access public and CAP funding (14)
	People and Communities	28	Support the entry of young farmers in agriculture (20)

	NORTHERN EUROPE	
Scotland	Access to Land	Land reform to enable access to affordable land (West Coast Scotland)
	Market Integration of SF	Support for Food Brands and small farm/Local Provenance support, alternative food networks
		Longer-term support for initiatives and start-ups
Norway	Connectivity and Infrastructure	Investments in connectivity and infrastructure (better roads/ reducing travel time) and avoiding centralizing public services
	Agricultural Knowledge and Innovation Systems	Capital to Invest in innovative technologies
	Natural Resources and Climate	Increased investments in climate-smart technologies
North France	Access to Land/ Rural Demographic Trends	Easing of access to land for collaborative innovative diversified SF models
	Governance Factors	A need for local, small scale, collaborative up and downstream systems

AFRICA		
Youth Engagement in Agriculture (*merging People and Communities and Availability and Quality of Labor)*	117	Increase appeal of agriculture for youth through technology and land access (29)
		Investment incentives to encourage youth to agriculture (23)
		Rural job creation through business /industry (21)
Access to Funding and Affordable Credit	67	Better credit schemes for small farming and agriculture (25)
		Stimulating uptake of insurance for crop failures (15)
		Empower the Agricultural Development Bank to get back to Agricultural financing (15)
Natural Resources & Climate	64	Extension services for educating SF about climate change (21)
		Developing (micro-)irrigation infrastructure (15)
		Educate country governments about climate change risks and opportunities (11)
		Reduction in tree felling for fuelwood (8)
Products, Markets & Marketing	53	Processing and storage for value addition to small farm produce (14)
		More stucutured demand system (based on multi-stakeholder platforms and price control systems) (13)
Better Infrastructure and Connectivity	52	Proper needs assessment of rural areas by country governments (19)
		Better rural roads and connectivity to main market cities/islands (18)
		Faster and more stable internet network (12)
Agricultural Knowledge & Innovation Systems (AKIS)	50	Life-long practical learning for farmers (21)
		Training on application of phytopharmaceutical products, accounting issues, and management of inputs (12)
		Better resource allocation for extension officers (12)
Access to land	39	Encourage consolidation of land (16)
		Develop land price control systems (9)
		Address the commercialisation of agric land (due to urban expansion and other drivers)

Annex 2 - Aggregated List of Needs for Eastern Europe Macro-region (Bulgaria, Croatia, Lithuania, Latvia, Poland and Romania)

People & Communities	• Better rural services e.g. public transport, medical facilities, childcare and schools • Better rural services / facilities for YOUNG PEOPLE e.g. entertainment and sport • Specific support for Young Farmers on small farms • Encourage re-migration to rural areas e.g. state support for returnees • Examples / approaches / tools to empower 'communities of small farms'
Better Infrastructure & Connectivity	• Basic infrastructure / utilities for better standard of living and quality of life e.g. safe drinking water • Improved road quality for easier / quicker access to markets • Better internet connection / coverage • Advice / training on digital skills & tools
Access to Land	• Finalise cadastral procedures in rural areas • Better regulations / procedures for protecting and promoting fair access to land • Small farms should have equal (or greater) opportunity to rent municipal / state land • Investment support for small farms to purchase additional land e.g. linked to Young Farmers support
Access to Affordable Credit	• New financial instruments tailored to the credit capacity of small farms • Rural Savings and Loan Associations that have local offices / services
Agricultural Knowledge & Innovation Systems (AKIS)	• Comprehensive farm advisory services targeted at the real needs of small farms • Advice / training regarding: • Business & financial management for small farms • Business development, including cooperative structures • New production systems / technologies for small farms • Many other issues! (see under all themes) • Development of digital advisory tools for small farms • New advisory approaches for small farms e.g. formal / informal 'knowledge networks' • Demonstration trials / farms for small-scale production • 'Innovation Support Services' for small farms • Research & pilot projects for (and on!) small farms
Availability & Quality of Farm Labour	• Vocational training schemes focussed on small farms e.g. via agricultural High Schools • Advice / training on legal / financial issues regarding farm labour • Reform of the social insurance system in agriculture • Social programmes for connecting rural unemployed with small farms

Natural Resources & Climate	• Advice / training on adaptation to climate change • Fair and equal access for small farms to public irrigation systems • Collaboration amongst small farms for sustainable water management • Accessible funds for small-scale water management / irrigation schemes • Risk management schemes for small farms e.g. incentives for compulsory insurance • Advice / training on environmental management (e.g. biodiversity and water) • Accessible funds for manure management systems for small farms (e.g. communal stores) • Accessible funds for non-productive investments (e.g. livestock fencing) • Advice / training on organic farming & agroecology
Products, Markets & Marketing	• Accessible funds for modernisation of small farms to meet EU production standards • Accessible funds for development & processing of artisan products (traditional & innovative) • Advice / training on small-scale food processing & product development • Make food safety rules more flexible for small farmers • Simplified implementation of EU food quality schemes • Advice / training on food quality, safety & hygiene standards • Promotional campaigns for quality products from small farms • Improving legislation for 'direct sales' from small farms • Continuation of Farmers Markets with 'protected space' for small farms • Advice / training on markets & marketing (including short supply chains) • Advice / training on farm diversification (agricultural & non-agricultural) • Support to diversification into non-agricultural activities e.g. rural tourism • Support for delivery of 'public goods' (whilst maintaining traditional farming practices)

Annex 3 - Aggregated List of Needs for Southern Europe Macro-region (Portugal, Spain, Southern France, Italy, Spain)

People & Communities	• Support population renewal policies • Develop socio-economic opportunities in rural areas • Support the entry of young farmers in agriculture • Quality extra-school, cultural events for children and youth in rural areas
Better Infrastructure & Connectivity	• Improve rural internet infrastructures and household penetration by lowering rural service costs • Better quality medical care, education services • More flexible models of service provision • Better rural transport and roads infrastructure to cities and airports • Promotion of rural areas as tourist destinations
Access to Land	• Finalizing land use legislation, including urban/rural zones • Re-establishment of the state agency for the identification, mapping and management the agricultural land • Land price management system to reduce speculation • Maintain prohibition of conversion of agricultural/urban land in tourist areas • Adopt measures to valorise abandoned and non-cultivated land • Explore innovative modalities to (individually or collectively) access to land
Access to Funding and Affordable Credit	• Reduce administrative bureaucracy for SF to access public and CAP funding • Creating SF-type specific credit lines with leaner requirements • Risk-sharing micro-loan instruments for SF and SFB

Agricultural Knowledge & Innovation Systems (AKIS)	• Agricultural ministries to publicly fund and endorse agric education, low-cost AKIS and FAS for SF
	• AKIS & FAS shared strategic agenda defined by public/private institutions and research structures
	• New models of objective, impartial AKIS & FAS service delivery for SF
	• Rural networking/Focus Group approach to AKIS and FAS
	• One-on-one FAS visiting small farms for troubleshooting
	• Specialized monitoring and evaluation and community needs assessment
	• Rebuild strong AKIS networks and FAS focused on:
	  ○ Small-farm specific topics (not only CAP measures)
	  ○ Improved farm management practices
	  ○ Transition to smart, sustainable technologies and renewable energies
	  ○ Agronomic Techniques
	  ○ Marketing
	  ○ Credit services
	  ○ Sustainable use of pesticides/IPM
	  ○ Organic agriculture
	• Conduct demand analysis and impact evaluation of previous AKIS/FAS approaches
	• Better training of extension services staff

Availability & Quality of Farm Labour	• Increased support to small farmers to pay competitive salaries and hire labour • Flexible year-round payment scheme with low but constant work hours for rural area/ farm workers • Develop flexible procedures for hiring legal seasonal work force • To incentivize farmers to attend training activity

Natural Resources & Climate	• Cooperation between authorities responsible for implementing the **National Climate Change Adaptation Strategy**
	• Advisory system based on well-funded scientific research and rural networks:
	  o Local varieties (and breeds) resistant to droughts
	  o Rational use of irrigation water
	  o Concrete actions for combating soil erosion
	  o Strategies for the mitigation of climate change impacts
	  o Develop regional crop-usage restructuring, conversion to organic and new technology insertion plans
	• Speed up implementation of national information service on climate risk and adaptation
	• Public support for energy transition to clean energy
	• Cultivation incentives for crop diversification/rotation, organic agriculture, IPM
	• Investment in irrigation infrastructure, water harvesting and use
	• Increase budgets for agricultural insurance

Products, Markets & Marketing	• Advisory system based on
	  o Basic Kit – Starting cooperatives for production, marketing, distribution & soft skills for cooperation
	  o Implementation of collective and individual farm business plans
	  o Compliance with only basic ASAE's norms
	  o Meeting food quality and safety requirements (incl. CAP PII funds)
	  o Develop local value chain strategies through coordination between SF, value chain actors and policy makers
	• Regionalization of design, monitoring of quality control of primary and secondary food production, plus cooperation btw institutions
	• Regional design and monitoring of quality and food safety regulation
	• Develop support infrastructures for post-harvest processing and storage
	• Promote regional niche products, food labels, brands in regional/national food systems
	• Develop schemes to help SF access public procurement
	• Consumer awareness raising campaigns about buying from local SF
	• Integrate SF in agro-tourism, gastronomic food supply chains (luxury hotels, cruise ships)
	• Fiscal and tax measures to support small farmers
	• Support the maintenance of small retailers
	• Control the number of supermarkets in a region
	• Create incentives for supermarkets to develop supplier programs appropriate for SF

Annex 4 - Aggregated List of Needs for Northern Europe Macro-region (Scotland, North France and Norway)

People & Communities	• Develop Local Development Schemes connecting the Rural-Urban dimensions • Access to land for new SF entrants due to concentration of big dairy farms • Affordable housing in rural areas to encourage in-migration of working people • Opportunities for women to work in agriculture • More liberal seasonal worker programs for foreigners
Better Infrastructure & Connectivity	• Advice, support and legislation to encourage prioritization of succession planning • Maintaining public services (hospital, emergency rooms, birth clinics, schools) • Investments in high-speed internet, postal/delivery services & digital education • Develop spaces for social engagement and networking between small farmers • Maintaining road and transport links through (EU) funding
Access to Land	• Develop accession criteria for new entrant schemes to favour SF • Improve ownership or tenancy arrangements for SF • Develop agricultural land price control solutions for SF (50-70% in 10y)
Access to Affordable Credit	• Appropriate eligibility criteria for low interest credits • Encourage community funding solutions for SF • Offer economic/credit advice on part of extension services • Targeted credit schemes for SF interested in contributing to FNS
Agricultural Knowledge & Innovation Systems (AKIS)	• *Innovation programs focused on agriculture and SF issues* • Affordable, flexible Extension Services for SF needs • Development of specific accountancy management tools • Networking approach to advisory services rather than diffusion of knowledge • Training of new entrants using FAS and government schemes for innovation • Credit systems for SF to afford innovative technologies
Availability & Quality of Farm Labour	• Professional agricultural education and training tailored for SF • Part time • Budget appropriate • Tailored to land area • Equal opportunities for women to become farmers. • Arrangements to facilitate continued flow of migrant farm labor in certain sectors (fruit, horticulture)
Natural Resources & Climate	• Encourage measures to maintain pollinators in the area • Climate adaptation trainings • Grant schemes to enable adaptation of small farmers to climate change • Insurance or government compensation schemes in case of crop failure • Increased investments in climate-smart technology • More focus on education in climate-smart practices both in schools and from extension services • National strategies for droughts, wildfires, relocation due to sea level rise

Products, Markets & Marketing	• Encourage distributors business models relying on small quantities • Mechanisms to ensure that SF produce is visible and available in supermarkets/large retailers • Policy support and legislation to support 'reduced food miles' and local food initiatives. • Increased support for food brands and standards related to traditional produce and food provenance. • Availability of grants or finance to support farm-based processing • Grants for rural/agri start-ups based on good practices

Annex 5 – Aggregated List of Needs for Africa Macro-Region

People & Communities	• Reversing youth migration trends to urban/tourist/EU centers • Increase appeal of agriculture for youth through technology and land access • Rural job creation through business /industry
Better Infrastructure & Connectivity	• Proper needs assessment of rural areas by country governments • Faster and more stable internet network • Lower price to rural internet infrastructure • Better rural roads and connectivity to main market cities/islands • Improve electricity connectivity and affordability
Access to Land	• Encourage consolidation of land • Improve cadaster to secure land rights • Develop land price control system • Address the commercialisation of agricultural land (due to urban expansion and other drivers)
Access to Funding and Affordable Credit	• Better credit schemes for small farming and agriculture • Stimulating uptake of insurance for crop failures • Empower the Agricultural Development Bank to get back to Agricultural financing • Stronger farmer organisations / cooperative / farmer-based organisations
Agricultural Knowledge & Innovation Systems (AKIS)	• Better resource allocation for extension officers • Permanent access to technical assistance for SF • Extension services for innovation, improved output, quality standards, international markets • Better trained extension officers (more links with research centers) • Awareness and conditions for association/cooperatives & subsidies • Better monitoring mechanisms of SF • Enhance public private partnership
Availability & Quality of Farm Labour	• Life-long practical learning for farmers. • Training on application of phytopharmaceutical products, accounting issues, and management of inputs • Investment incentives to encourage youth to agriculture
Natural Resources & Climate	• Educate country governments about climate change risks and opportunities • Extension services for educate SF about climate change • Implement flood prevention measures (including farm relocation) • Forbidding small farms to farm along waterways • Afforestation to improve rainfall • Developing (micro-)irrigation infrastructures • Reduction in tree felling for fuelwood

Products, Markets & Marketing	• Certified production for small farms • Obtaining regular production quantities • Promoting local/national production • SF quality products integration in supermarket chains • Increase uptake of cooperative forms • Dissemination of market information • Price control system • Platform for value chain actors (multi-stakeholder) • Processing and storage for value addition to small farm produce