

5th TRANSNATIONAL MEETING MANRESA - CATALONIA MINUTES OF THE MEETING

**Innovation Transfer Project – Leonardo da Vinci
N° LLP-LdV-TOI-2008-FR-117001**

***“Training in organic farming, in its methods and machinery and in
the effective commercialisation of direct selling”***

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I - WELCOME AND PRESENTATION



The meeting began with a presentation to partners of the Manresa Training Centre. Mrs Gloria COLOMB PUIGBO (new director of the centre), together with several members of her team, underlined the importance of this last BIOTACC meeting for the continuity of Manresa's action on ecology, renewable energies and extensive farming.

The Centre is run by a team of seven people responsible for the coordination of teaching activities. It welcomes over 1000 trainees on short, certification courses and around forty 16 - 18 year old students on long diploma courses. Numerous external partners are regularly involved; incorporating aspects of their own particular specialities into training actions

Setting up in farming, support for those with projects and training for farming advisors clearly shows the school's positioning in terms of territorial development. Distance learning and the general use of communication and information technologies are also an important feature of the centre, both in terms of resources and training courses; e.g. through use of the Esporus (local seeds) platform.

The Centre has its own farming operation "CAN POC OLI" aimed at market gardening and renewable energies (see visit report).

II OBJECTIVES OF THE MEETING

Four objectives were identified:

- Draw up a precise inventory of the current state of committed actions yet to be completed in respect of anticipated results.
- Consult with partners and record their observations on the various themes and work package implemented throughout the project.
- Provide the partners with information concerning the project end and the accounting and administrative requirements linked to the final report.
- Envisage the next steps.

III WORK PROGRAMME

"Review of the themes and the Work Package"

- Additional contents
- Collective conclusion in answer to a universal question: "did this WP meet your expectations in terms of content and steering?"

WP1 : START-UP

Steering: INEOPOLE

Observations of the partners on the work package

The start-up phase was considered to be too long in terms of appropriation/investment by partners and the complexity of themes: each partner was required to work on their specific positioning and the direction of their commitments for the duration of the project. It also emerged that transfer does not infer a simple motion from “those who have” towards “those who have not”, but a much more multi-lateral cross-over process aimed at producing mutual benefits.

WP2 : TRANSNATIONAL MEETINGS AND EVENTS

Steering: INEOPOLE and participating partners.

The 5th and final project meeting was successfully put in place by the Manresa Centre in cooperation with the project coordinators. As a result, the defined programme was “rounded up” using the usual formula and methods:

- Round table work, videoconferencing with e-Isotis, visits to local businesses and sites and social occasions.

Observations of the partners on the work package

Partner expectations were considered to have been met concerning the five meetings and intermediary events; in particular those concerning animal traction. There was no criticism of the work package steering concerning follow-up actions (reporting, translations and information dissemination). On the subject of work methods however, it would seem that there should have been a greater number of small work groups.

WP3 : TRANSFER SOLUTIONS

Further to transfer actions during the Manresa meeting

Presentations by the partners

- ◆ **Module “Study of a territorial development project in organic market gardening” (Jean-Claude MENORET – Aurélie CHAILLOT).**

A presentation by Inéopole on the study and reference elements which are of interest to the partners and in particular the teachers at the GAK:

- objectives of the study
 - place held by farming within the project
 - teaching interest
 - concrete example of roll-out.
- ◆ **Training course for trainers in animal traction (report by Matthew HAYES and Jérôme KELLER).**
- « Trainer’s training in Kassine use at les Nègres » 28 may - 3 June 2010**



Conclusions

- I felt very satisfied with the week's training
- Jérôme was a very generous host and a wonderful teacher
- His relaxed approach and great depth of experience allowed me to quickly gain confidence in both the use of the Kassine and a real initiation into working with horses in vegetable production
- For someone familiar with organic vegetable production, it is possible within a short period to learn the necessary basics (theory and practical) in order to understand the Kassine system and extend this knowledge to others
- there is a great difference between being experienced in the use of the Kassine and being experienced and competent in the handling of horses for animal traction
- Mastering the management and handling of draft horses requires a long period of steady learning and practice
- I plan to be able to use the week's „training the trainer” experience to run in Hungary occasional one or two day introductory courses into the use of the Kassine system for organic vegetable production



◆ **Presentation of the e-learning platform (Aur lie CHAILLOT)**

Address: <http://ineopole-mfr.com/plateforme/moodle>

Connexion: biotacc

Password: biotacc_81

Aur lie CHAILLOT presented the work platform and its functions using resources which are currently on-line: 10 modules concerning direct selling and ICT

Prospects for the platform at the end of the project were brought up by the partners with relation to the anticipated teaching results.

◆ **Training courses in Direct Selling – e-Isotis platform (Nickolaos FLORATOS)**

Videoconference on Monday 27 September.

The e-Isotis contribution was by means of a presentation of a live on-line training session using BIOTACC resources (Direct Selling). The lesson was followed by 78 participants of whom 49 will take the full course. 6 disabled students were also present together with specialised teaching staff.

e-Isotis platform: <http://www.learn-it-easy.eu>

◆ **Course on managing a global approach analysis of your business (Aur lie CHAILLOT).** Available at Biotacc-project.com in the organic market garden section under the heading "training actions"

Course based mainly on methods of application (concrete examples, operating schema ...) aimed at helping trainees with their work placement analysis in connection with decisions made by the farmer. This course will soon be available in Hungarian.

◆ **Other transfers:**

Resources concerning the technical aspects of organic market gardening and on selling will be transferred to the GAK by Gilles PARCORET, Claudette FORMANTIN and made available on-line on the site.

Observations of the partners on the work package

The transferred contents are already being used in some training courses. In addition to transfer, the project has enabled the development of additional resources and provided access to little known training practices (sandwich courses) and public targets.



WP4 : TESTS AND IMPLEMENTATION

Further to transfer actions during the Manresa meeting

Details of all completed tests are contained in the results section of the annexes (R6, R7).

Observations of the partners on the work package

For the Manresa Centre, the project has speeded up processes on hold (training courses in direct selling and animal traction). Participation in a European project turned out to be a triggering factor for the whole team. In terms of teaching methods, sandwich courses are today starting to being implemented.

For the other partners: Tests carried out amongst the target public have shown up the inherent advantages of exchanges and technical days for trainees, teachers and professionals alike. As a result of this, contents linked to the project are being put into action in various training courses.

Implementation of project resources is achieved through their promotion amongst the decision makers and through the development of training courses in relation to the territorial policies in place.

This process is already underway for several actions aimed at the creation of new training courses, the introduction of modules within existing courses the achievement of new certificates (see results R7).

Other types of innovation take-up concern teaching practices, professional extensions (installations and incubators) and trainee mobility.

WP5 : INFORMATION – DISSEMINATION - PROMOTION

- ◆ **Inventory of the communication plan:** The project coordinators presented the partners with a summary of the positive aspects and any areas for improvement concerning the channels used for dissemination throughout the duration of the project.
- ◆ **Promotion:** It appeared to the partners that the results in terms of promotion were better than those relating to communication. These results concern various agendas:
 - Network effects, lines of cooperation to be developed, human benefit resulting from shared trust.
 - Promotion of the project themes through organised events.
 - Promotion of partner expertise to accelerate uptake of innovations in training courses and to attract interest from the decision makers
 - Dissemination of new content through the two training manuals and the resources developed and/or brought together during the project.
 - Promotion of the European aspect and the project's means for organising professional events.

WP6 : CROSS-CUTTING ISSUE, COMBATTING DISCRIMINATION AGAINST THE DISABLED

During the meeting, the visit to Mont Blanc in the “Aprodisca” Centre (an association for the disabled) brought the “HORUS APRODISCAE” project to our attention. The project concerns the work being done by disabled people in food production from their organic farm installation (11 ha). This activity is part of a global approach aimed at bringing together the disabled, self-production and the processing and sales of produce as well as promotion of the territory (see report on biotacc-project.com).

Aprodisca Site: www.aprodisca.org



Observations of the partners on the work package

The main thread of the project was promoted at each meeting through the organisation of partner visits to centres employing the disabled in the field of market gardening. However, the partners have expressed their regret at not having explored more fully the opportunities linked to project themes in the area of disabled workers. Frequent staff changes amongst the e-Isotis team (main partner for this transversal project theme) have proved detrimental to its continuity.

WP7 : “Project Management”

The project coordinators presented the issues and requirements which will be involved in drawing up the final report (Anabela MANADE). There was a reminder of the rules in force concerning the following subjects: personnel expenses, other expenses, receipts for indirect expenses, outsourcer contracts.

Observations of the partners on the work package

At this stage of the project, the steering method employed by the project coordinators was not called into question. The spirit of shared confidence which has presided throughout the duration of the project was underlined by the partners.

IV - VISITS TO LOCAL BUSINESSES AND SITES

APRODISCA : See section WP6

CAL VALLS : “A large bio-dynamic farming company”

Situated at Vilanova de Bellpuig, the company is run by M. VALLS and his three children. Conversion to bio-dynamic farming was undertaken 39 years ago following a visit to France. The company operates under the brand name DEMETER, it comprises 40 ha of irrigated field crops and 10 ha of non-irrigated, putting CAL VALLS amongst the large market garden businesses in Catalonia. Production method is based on crop rotation using Green manure (Vetch). Soil is prepared for planting using a sub-soiler, chisel plough then rotary cutter.



Crops: Tomatoes, onions, potatoes, peppers.

Other activities:

- Plant production (approx. 50% of requirements).
- Processing produce: Tomato juice, fresh onions, preserved peppers.
- Processing other produces: Apple juice, olives, jams ...
- Organic groceries with direct sales either on site or by delivery. Trials are being carried out at the farm by University researchers on the use of plastics and other biodegradable materials for mulching.

Apart from family members, the farm employs many immigrant workers (African). The partners very much appreciated the warm welcome extended by the head of the company as well as his availability during the visit. They were also impressed by the volume and destination of goods being processed.

CAN POC OLI :

The Manresa Farming operation has already been the subject of a visit as part of the Biotacc project in November 2009: 30 trainees took part in a 4 day course on organic market gardening systems, the preservation of ancient varieties and energy self-sufficiency in farming (see report on the Biotacc-project.com site).

The partners were welcomed by the director, Gloria COLOMB BUIGBO, and Trainer Jaume BRUNSTENGA BORT. After a visit of the site, the accent was put on communication and dissemination of the farm's activities and the ESPORUS initiative (protection of local varieties) linked to the ERA.



V - RESULTS OF THE PROJECT BOTH ACHIEVED AND IN-HAND

The presentation which follows is along the lines of the contract established with the European Agency in which results are grouped under eight categories: R1 – R2 – R3 ... R8.

The annexed results are listed according to the project themes **(see annexes)**. **All results shown in colour are the object of works to be completed by the partners at the end of the project.**

VI - THANKS

THANKS GO FIRST OF ALL TO THE WHOLE TEAM AT THE MANRESA CENTRE FOR THE QUALITY OF THEIR WELCOME AND THE PROGRAMME WHICH WAS PUT IN PLACE FOR THE 3 DAYS; THANKS GO ALSO TO ALL THE PARTNERS PRESENT WHO HAVE COMPLETED A COMPREHENSIVE AND VERY POSITIVE SUMMARY AND ENVISAGE SOME INTERESTING PROSPECTS FOR THE FUTURE; REFLECTING THE NATURE OF THE PROJECT'S NETWORK AS WELL AS THE NUMEROUS RESOURCES THAT HAVE BEEN PRODUCED.

OVER AND ABOVE THE EXPECTED RESULTS, BOTH PROFESSIONAL AND AMICAL LINKS HAVE BEEN FORMED THROUGHOUT THE PROJECT IN AN INDUSTRIOUS AND ALWAYS FRIENDLY ATMOSPHERE WHICH WILL ENSURE A LONG AND FRUITFUL COLLABORATION;

ANNEXES

ANNEXES

- R1 : TRAINING CONTENTS
- R2 : TRAINING PRACTICES
- R3 : SANDWICH COURSE PRACTICES
- R4 : WEBSITE:
- R5 : MEETING ACTIVITIES - EVENTS AND CONFERENCES
- R6 : COURSE TESTING
- R7 : IMPLEMENTATION
- R8 : VARIOUS RESULTS

R1 : TRAINING COURSE CONTENTS

In hand

Theme	Works	Partners
Market gardening	Transfer of contents on technical aspects and selling	INEOPOLE and GAK
Animal Traction	Creation of an Animal Traction Manual	INEOPOLE PROMMATA CFPPA
Direct Selling	Finalisation of a manual on direct selling	INEOPOLE MANRESA
	Adaptation of resources on UCAR BP REA Promotion 2010 of CFPPA	MANRESA CFPPA
Transversal theme	Measure requirements in respect of the POLICHNI Town Hall	e-Isotis

RESULTS ACHIEVED

Theme	Works	Partners
Market gardening	Transfer of course on territory study and of business analysis tools	INEOPOLE GAK
Animal Traction	Completion of 2 Trainer training sessions	PROMMATA GAK
	Completion of short courses in Catalonia and France in the field of viticulture	MANRESA
Direct Selling	Transfer of commercial communication courses on line on the e-Isotis platform	INEOPOLE e-Isotis
	Use of resources on direct selling in organic BP REA and CS training courses	MANRESA INEOPOLE CFPPA

R2 : TRAINING PRACTICES

Modules adapted to Distance Learning – Practical work manuals

In hand

Theme	Works	Partners
Animal Traction	Development of a manual on animal traction: translations, printing, putting it on line	INEOPOLE PROMMATA CFPPA
	Putting teaching resources issuing from BIOTACC onto the MOODLE platform	INEOPOLE

RESULTS ACHIEVED

Theme	Works	Partners
Animal Traction	Reporting on the practical demonstration of a tool frame and on ridge farming.	PROMMATA
Direct Selling	Putting courses on commercial communication onto the learn-it-easy platform	INEOPOLE e-ISOTIS
	Putting the distance learning version of the direct selling course onto the MOODLE platform	MANRESA INEOPOLE
	Putting 10 modules of the Direct Sales and ITC course onto the MOODLE platform	INEOPOLE
Transversal theme	commercial communication course targeted at the “disabled” public on-line	e-ISOTIS INEOPOLE

R3 : SANDWICH COURSE PRACTICES

In hand

Theme	Works	Partners
Market gardening	Entering work-placement sites in the register	All partners
	Works on engineering, monitoring and management of 2 organic market garden business incubators	INEOPOLE CFPPA
	CU Submission of management of organic market gardening abroad	INEOPOLE

RESULTS ACHIEVED

Theme	Works	Partners
Market gardening	Delegation of management of the organic market garden business incubator in Gaillac to INEOPOLE	INEOPOLE
	Resources for the sandwich course system and its teaching tools for organic market gardening	INEOPOLE

(WP 4: PROJECT WEBSITE)

In hand

Theme	Works	Partners
	Refreshing content of the Biotacc-project.com site and the MOODLE platform	INEOPOLE

R5 : MEETING ACTIVITIES - EVENTS AND CONFERENCES

RESULTS ACHIEVED

Theme	Works	Partners
	Organisation of 5 transnational meetings and events/conferences/training days. Report drafting, information campaigns and promotion actions. Presentation and dissemination of resources concerning all themes of the project.	All partners

R 6 : COURSE TESTING

RESULTS ACHIEVED

Theme	Works	Partners
Market gardening	May 2010: Test "short training session on soil fertility, techniques of organic production of lettuces and leaf vegetables"	GAK
Animal Traction	September 2009: Test "training on the Kassine tool – ridge farming" (25 people)	GAK
	April 2010: Test "training in the field of viticulture in France and in Catalonia" (16 trainees)	Manresa
	April 2009: Training days in France and in Catalonia – Exchange students (30 students)	INEOPOLE Manresa Prommata CFPPA
	March 2009: Test of training course for Manresa students in France	Manresa Prommata
	October 2009 and May/June 2010: Test "Trainer training" 2 sessions	Prommata GAK
	April 2010: Animal traction training course of 50 hours (16 students)	Manresa
	Direct Selling	June 2010: Training by e-Isotis on Direct selling (Direct Marketing) on learn-it-easy.eu 49 participants, of whom 15 were from the disabled sector (teachers and students).

R 7: IMPLEMENTATION

ACHIEVED AND/OR IN HAND

Theme	Works	Partners
Market gardening	Pursual of short sessions aimed at both amateur and professional targets Use of resources from the BIOTACC Project	GAK Partner foundation: "Open gardens"
	Development of an advanced sandwich training course (60% practical) in the organic market gardening profession.	GAK and the Hungarian Ministry of Agriculture
	Management of an organic market gardening incubator in the Gaillac sector Pursual of discussion on the incubator in St Affrique	INEOPOLE CFPPA
	Practical training in organic market gardening on the BP REA path. Module for advanced studies in organic market gardening	CFPPA Jardins de Cocagne in Millau
	Use of the workplace register with first mobilities.	All partners
	Animal Traction	Implementation of the first professional training courses in Catalonia (1st installation in farming).
Creation of a professional association for animal traction		MANRESA
Implementation of training days by Prommata for the project partners (trainers/students/professionals).		PROMMATA
Discussion and submission of an animal traction certificate project (specialisation certificate)		INEOPOLE CFPPA MIDI-PYRENEES REGIONAL COUNCIL AND THE MINISTRY OF AGRICULTURE
Direct selling and Distance Learning	Launch of the MOODLE platform – putting direct selling resources from the BIOTACC project on line	INEOPOLE
	Training in direct marketing launched in Greece	e-Isotis
	Putting in place the BP REA direct selling module school year 2010.	CFPPA

R8 : VARIOUS RESULTS

Theme	Works	Partners
Small farms Seeds	Gathering of resources concerning small farms seeds and the protection of local varieties	MANRESA ESPORUS site INEOPOLE: Small farms seeds association e-ISOTIS: Archipelago organisation.
Wine production	Animal Traction tests	MANRESA INEOPOLE
Renewable energies	Presentation and observations in the field	MANRESA