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# ***agri benchmark***

## **Benchmarking Farming Systems Worldwide**

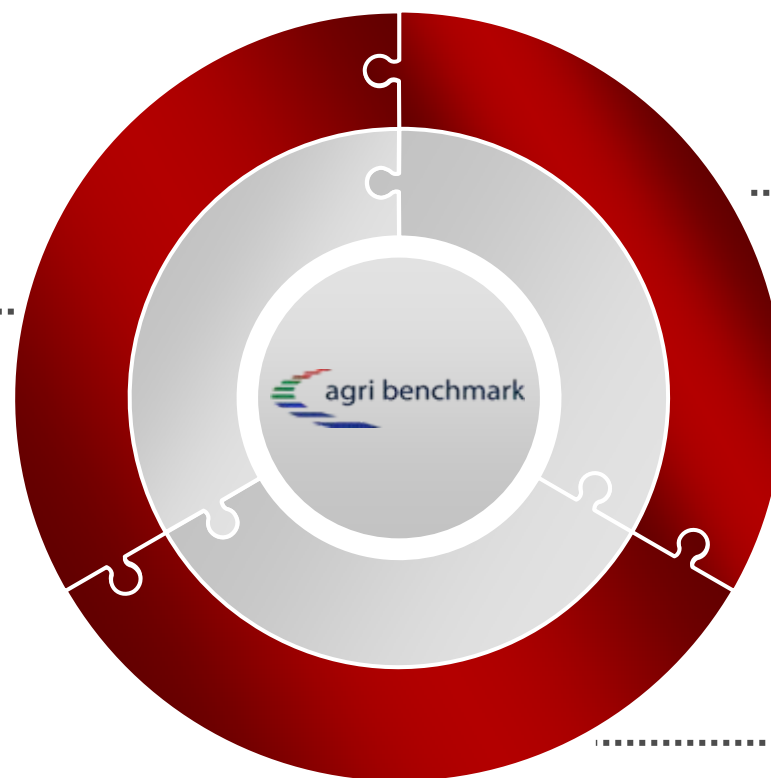
*A quick overview of the project*  
*Last update 12/2010*

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- 1. The elements**
- 2. Spatial coverage and partners**
- 3. Methods**

# The elements of agri benchmark

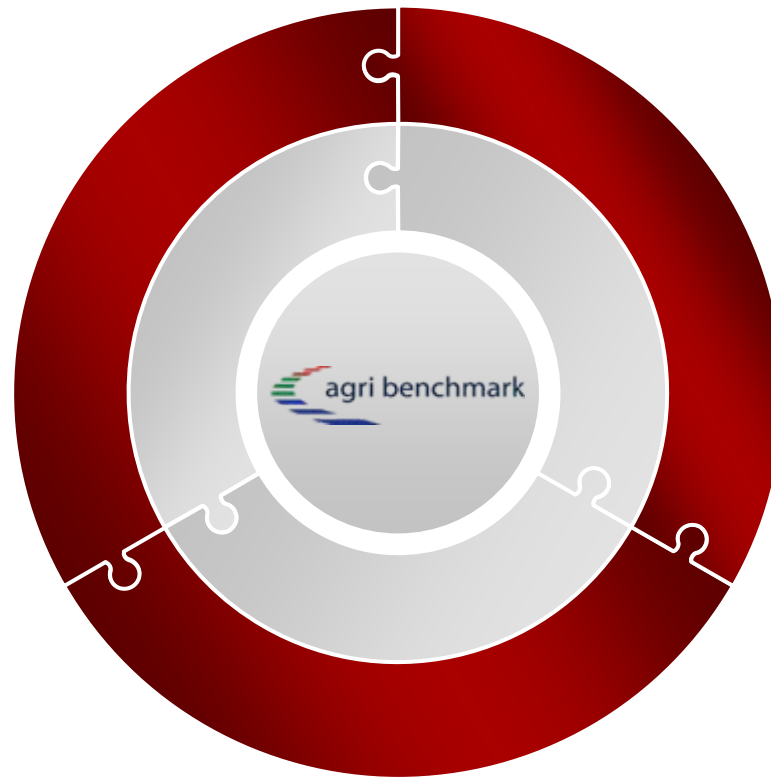
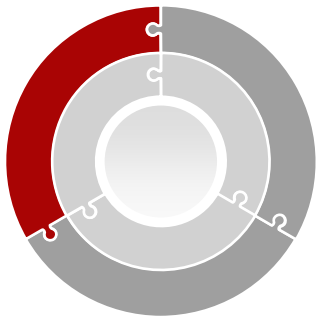
**The network  
and the people**



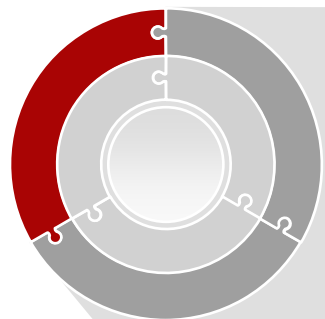
**The results and  
the benefits**

**The data and the  
methods**

# The elements



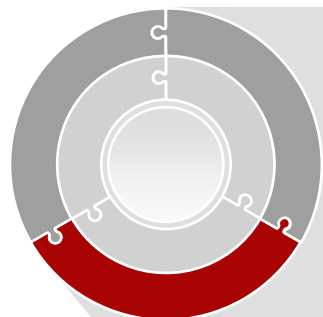
# The network and the people



## Network and people

- Cash Crop: 22 representing the majority of grain and oilseed production and trade
- Beef: 24 countries representing 71 % of world's beef production and 71 % of world's beef trade
- Dairy: 400 individual dairy farmers in 18 countries
- Universities, research centres, farmer's organisations, advisory organisations, industry bodies, marketing organisations, farmers
- **Independent, non-political, non-profit > > > credibility**
- Coordination centre with vTI and DLG (German Agricultural Society), clear rules and driven by partners
- Funding: vTI, membership fees, projects, agribusiness sponsors

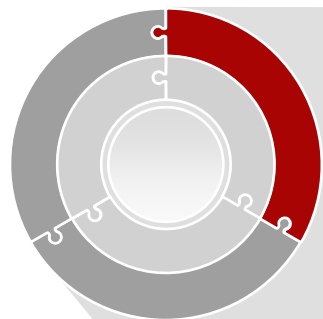
# The data and the methods



## Data and methods

- **Typical farms** representing majority of production
- Typical **production systems** = prevailing
- **Harmonised** selection of regions, farming systems, data collection and processing (standard operating procedure)
- **Dairy**: individual farms managed by members of the European Dairy Farmers (EDF)
- **Feedback** with advisors and producers
- **Detailed** production systems and economic / financial data
- **Whole farm** data and allocation of costs to enterprises
- **Comparability** of results

# The results and the benefits



## Results and benefits

- Market intelligence
- International **partnerships** and exchange of expertise
- Result **data** bases for all products
- **Models** and **tools**
- **Training** and **capacity building**
- Annual **Conferences**
- Annual **Reports** and publications
- **Sector** and production systems analysis
- World map tools and presentations with key global findings
- Member section of the website

# *agri benchmark* branches and people in the centre

## Beef & Sheep



**Claus Deblitz**



**Daniel Brüggemann**



**Lola Izquierdo  
(external)**



**Zazie von Davier  
(external)**

## Cash Crop



**Yelto Zimmer**



**Klaus Nehring**



**Thomas de Witte**



**Tanja Möllmann**

## Dairy in cooperation with EDF



**Birthe Lassen**



**Steffi Wille-Sonk**

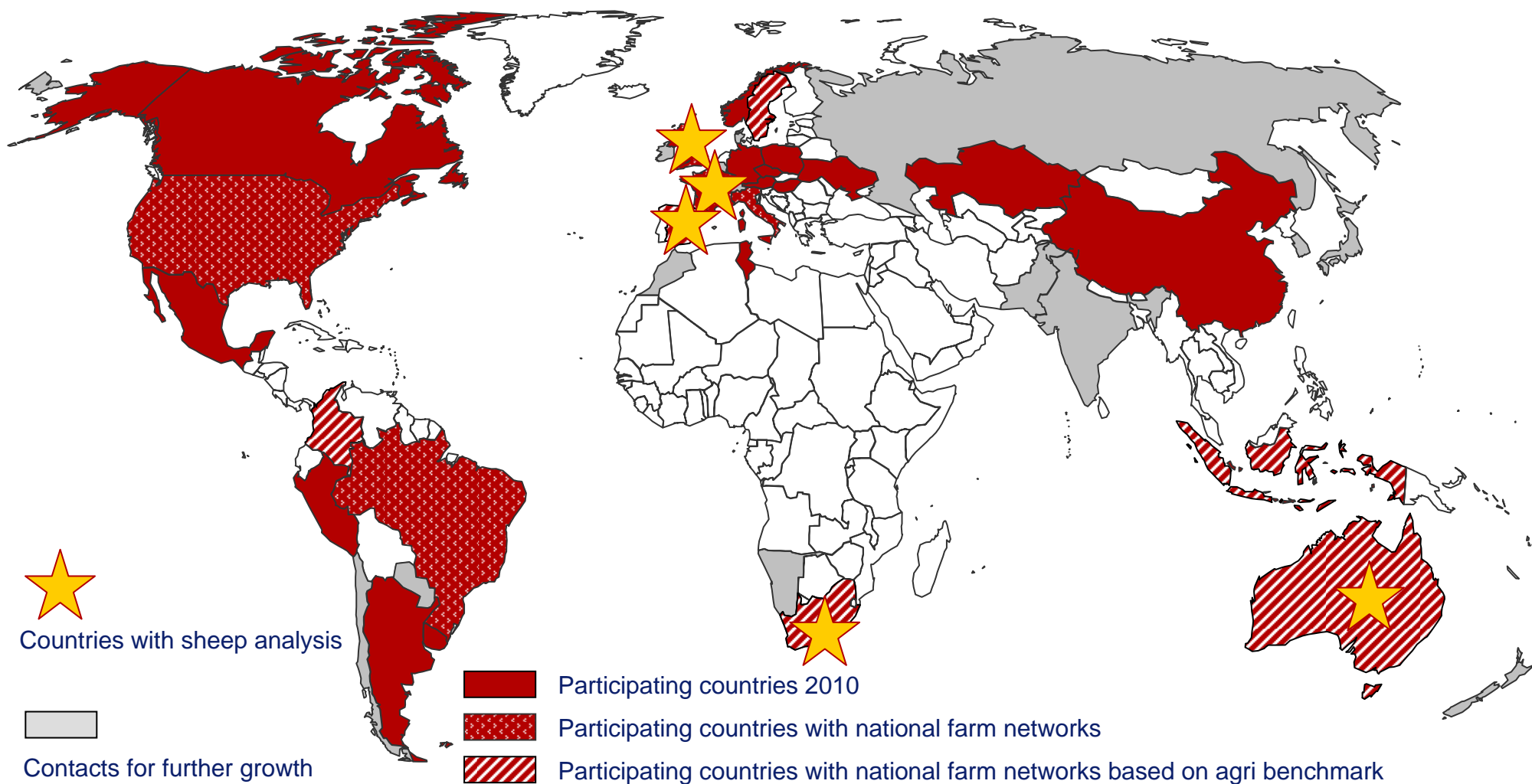
## Horticulture (under construction)



**Walter Dirksmeyer**



# Countries in the *agri benchmark* Beef & Sheep Network



# Partners of agri benchmark Beef & Sheep



## Farmer organisations



## Marketing



## Advisory



## Science and research



UNIVERSITY OF THE FREE STATE  
UNIVERSITEIT VAN DIE VRYSTAAT  
YUNIVESITHI YA FREISTATA



## Crops in the comparison:

A world map illustrating the global distribution of the genus *Euphorbia*. The map uses a color-coded system: green for regions where the genus is present and grey for regions where it is absent. The genus is found in most of the Northern Hemisphere, including North America, Europe, and Asia. It is also present in South America, Africa, and Australia. The map shows a high density of green areas in the Northern Hemisphere, particularly in Europe and Asia, and a more fragmented distribution in the Southern Hemisphere.

 Countries participating in *agri benchmark* Cash Crop  
 Priorities for new countries

# Partners of agri benchmark Cash Crop I

## Europe

	UK		Sweden		Hungary
	Italy		Ukraine		Czech Republic
	France		Romania		Poland
	Denmark		Bulgaria		Institute for Agricultural Market Studies Russia

## North America

		Canada		USA / Iowa
	USA / North Dakota		USA / Nebraska	

# Partners of agri benchmark Cash Crop II

## South America



Brazil



Argentina / Uruguay

## Asia



China



Malaysia



Vietnam



Kazakhstan



Thailand

## Africa



Tunisia



National Agricultural Marketing Council  
Strategic positioning of South African Agriculture in dynamic global markets

South Africa

## Transoceania

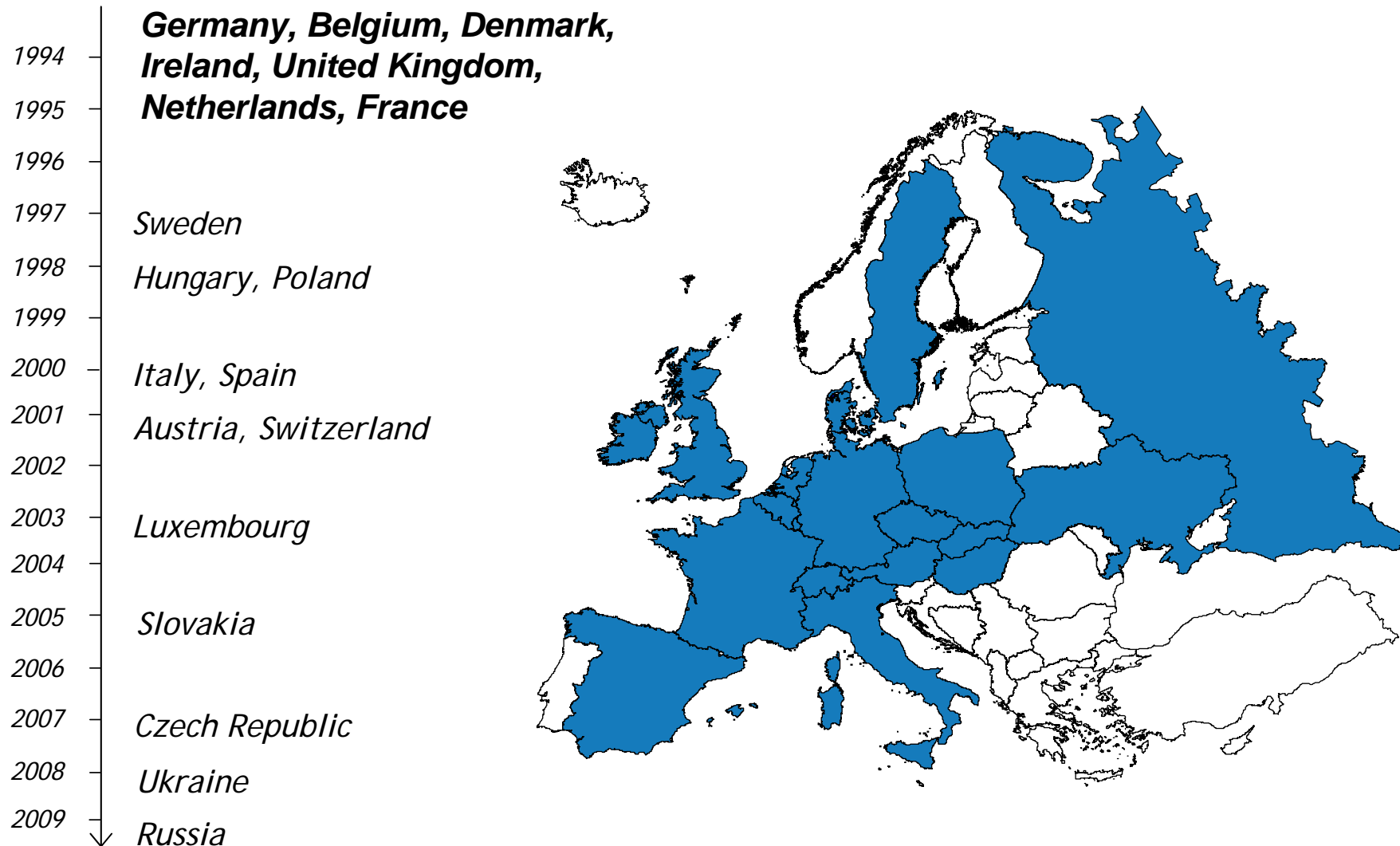


Industry & Investment

Australia



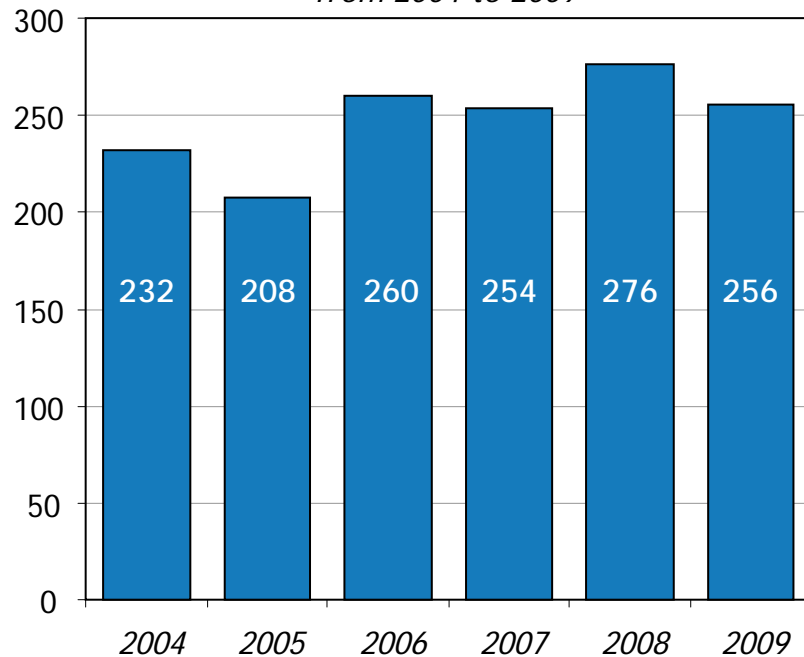
# European Dairy Farmers (EDF): a farmers' club



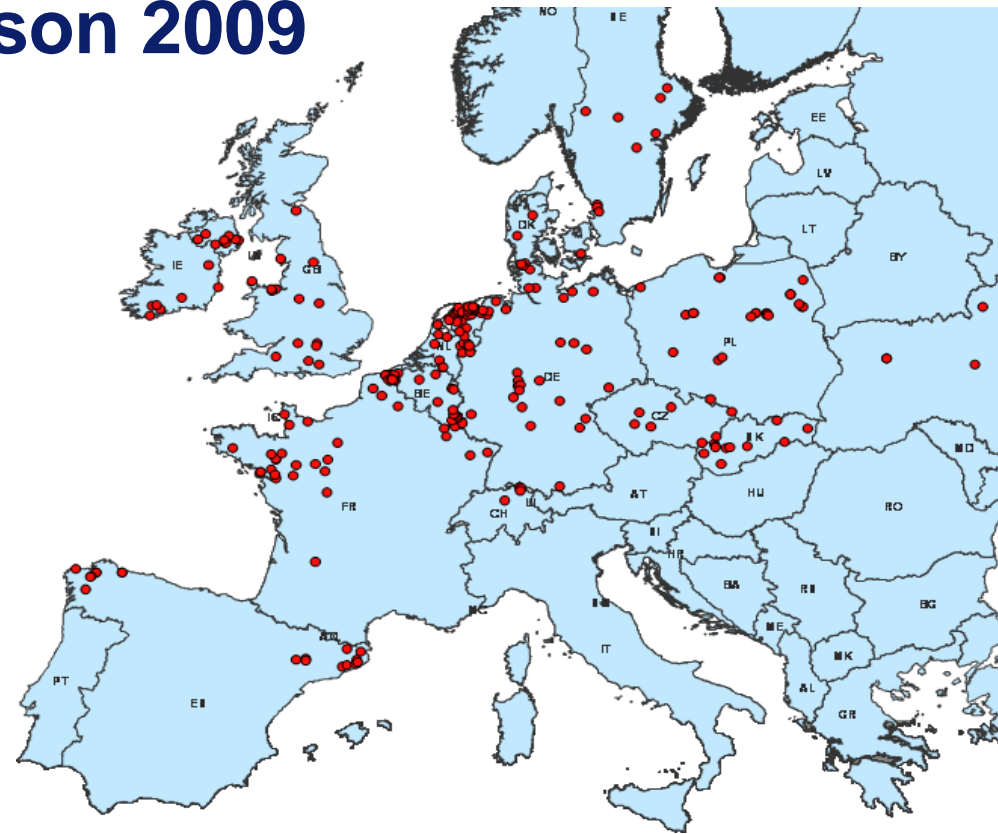
# Participation in EDF

## Cost of Production Comparison 2009

*Number of participating farms  
from 2004 to 2009*



*Source: EDF Cost of Production Comparison 2009*



*256 European dairy farms sent in their data for the analysis.*

*A Russian dairy farm took part for the first time.*

# Methods of agri benchmark

## Data Base

- Dairy (EDF)  
Individual farm data of members
- Beef & Sheep and Cash Crop  
Typical farms (Standard Operating Procedure)  
– harmonised approach for all countries [more >>](#)

Cooperation with producers and advisors

Standard questionnaires



# Methods of agri benchmark

## Enterprise coverage

- **Cash crop network:** cash crop, others via gross margins
- **Dairy network (EDF):** dairy, direct allocation to dairy
- **Beef & sheep network:** cow-calf (birth to weaning), beef finishing, ewe, lamb finishing, crop & forage, dairy

## Cost allocation

- Whole farm approach and cost allocation of overheads / factor costs (manual, return shares, operating hours, other)
- Per unit output calculations

## Other features

- **Beef:** Model for 10 year simulation, policy and farm strategy analysis

# What is a Typical Farm (Beef, Sheep and Cash Crop)

- ⇒ represents the prevailing production systems, farm sizes, organisation and technologies of farms in defined regions
- ⇒ can not be identified with an existing farm (virtual)
- ⇒ is defined by a certain production system and a combination (if any) of enterprises
- ⇒ has certain structural features re. ownership of land as well as labour organisation (family vs. hired)

## Three sources of data

- Statistics available
- Panel of farmers – **consensus data** or typified individual farm data
- Expert knowledge of agri benchmark researcher + advisors

# How to build a Typical Farm

## I. Identification phase (scientist + advisor)

- Go strictly branch-wise (e.g. beef, dairy etc.)
- Select important regions
- Analyse regional farm structure
- Define features of two or three typical farms
- Crosscheck with population and/or survey data

## II. Data collection phase (scientist, advisor, farmers)

- Contact farmers who operate such farms („panel“)
- Collect full set of economic and physical farm data

## III. Processing and crosschecking phase

- Compute results for the virtual typical farms
- Cross-check with advisor (farmers); make improvements

# For more information visit [www.agribenchmark.org](http://www.agribenchmark.org)

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## Beef & Sheep



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## Dairy



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## Horticulture



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