



## PRACTICE ABSTRACT № 7

### Keywords

collaboration, cooperation, agri-environment and climate measures, landscape management, biodiversity

## Overcoming barriers to collective contracts in agri-environmental management

Complementing the practice abstract on "Barriers to collective contracts in agri-environmental management", this practice abstract highlights some strategies to overcome such barriers and bottlenecks. Existing collective contracts have a diverse institutional set up, and their context and specific arrangements vary widely between countries and regions. Their success depends on a supportive policy context, available resources and continuously addressing institutional challenges. Many small steps will be required to change a top-down institutional culture. Communication and coordination are key to lay the foundation and develop effective collective contracts. Building trust is crucial for collective contracts: amongst farmers, between farmers and nature associations, and with policy makers. Intermediaries can play a very important role in this, as shown in examples from Belgium, Netherlands, and the UK in Contracts2.0 case studies. Contract governance must be transparent, integrative, and flexible. It is beneficial if contracts are guided by an agreed framework of priorities and target, such as a provincial Nature Conservation Plan (NL) or regional Area Plan (UK).

Ideally, entrepreneurship of land managers and farmers should be strengthened. Payments from collective contracts need to go to the land manager, not the landowner.

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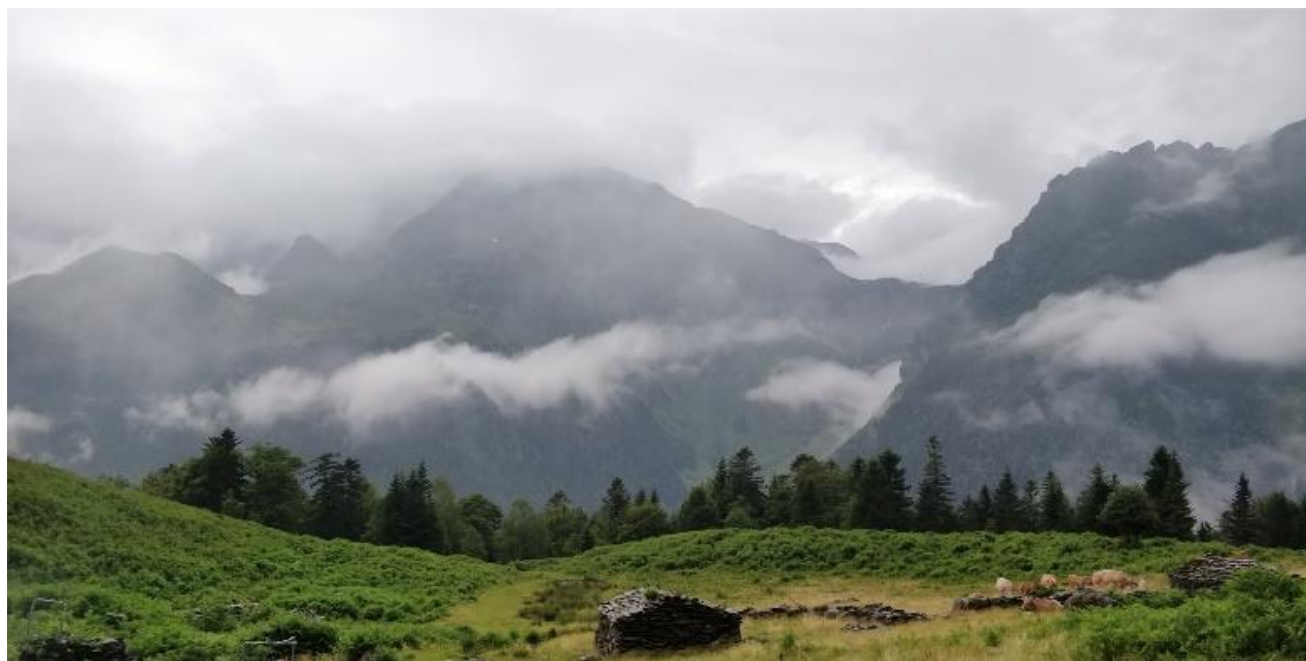
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### Country/Region

UK  
Netherlands  
Belgium  
and others

Government support can help overcome barriers to farmer cooperation, e.g. by compensating for organisational costs and facilitation, providing advisory services targeting collectives and training. Monetary incentives for farmers can be an initial motivation, but social capital is extended in the process of a collective working together.

This Practice Abstract links to [PA 6](#) on “Barriers to collective contracts in agri-environmental management”



Case study region Pyrenees, France © Simon Guédé

## ABOUT CONTRACTS2.0

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Contracts2.0 aims to develop innovative contract-based solutions, which increase the motivation for farmers and land managers to produce more environmental public goods and allow them to reconcile the profitability of their farms with sustainability objectives. To do so, 28 research and practice partners closely cooperate to co-design and evaluate the novel contracts. Lessons learned from successfully tested contracts will also provide support for policy makers on local, national and EU-Level.

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### Research partners



### Action partners



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All Practice Abstracts prepared by the contracts2.0 project can be found here: <https://www.project-contracts20.eu/practice-abstracts/> & <https://ec.europa.eu/eip/agriculture/en/find-connect/projects/contracts20-co-design-von-innovativen>