



## **Green Development and Demonstration programme (GUDP)**

Invitation of applications for:

The Organic Research, Development and Demonstration Programme 2.2  
(Organic RDD 2) 2016-2018

Growth, credibility and resilient systems in organic farming, aquaculture and food systems

**Application deadline 1<sup>st</sup> June 2015 at 12:00**

9. March 2015



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## Call for applications

The board of the Green Development and Demonstration Programme (GUDP) invites applications for funding of projects in which research and development and/or demonstration is accomplished in relation to business-oriented innovation within the Danish organic food sector by means of a green conversion supporting both green sustainability and financial sustainability. Applications are also invited for projects in which research and development and/or demonstration is accomplished in relation to the contribution of organic farming to the common goods.

### **Deadline for applications is Monday 1 June 2015 at 12.00**

#### **Overall financial frame and specific focus areas**

A total sum of 12.4 million DKK is available in this round of applications in 2015. Part of the grant will be available for projects with specific focus on the contribution of organic farming to the common goods.

#### **Project types and subsidies**

This call covers applications for research, development and demonstration projects as well as network projects. Individual applications may achieve a total grant of 0.25-2.0 million DKK.

Approximately 35 percent of the funding is earmarked for projects with a focus on the societal benefits of organic farming. The final distribution of funds will depend on the quality of the applications.

#### **Formal requirements**

In order for an application to be considered for funding the formal requirements and the deadline described in the present call must be met. You can find the call, the application template and the budget template at [www.GUDP.dk](http://www.GUDP.dk).

#### **Information on approval and rejection**

Information on approval or rejection will be given before the end of 2015 at the latest.

#### **Information meetings**

In March 2015 information meetings are held in Jutland and on Zealand. Check [www.GUDP.dk](http://www.GUDP.dk) and [www.icrofs.dk](http://www.icrofs.dk) for further information.

#### **Discussion of project ideas**

The ICROFS and the GUDP secretariats provide an opportunity to discuss project ideas; preferably based on a 1-page project outline from potential applicants. You can find a template and the application material at the GUDP website: [www.GUDP.dk](http://www.GUDP.dk).

#### **Instruction**

The call is organized as follows: general information on Organic RDD 2.2 and the GUDP scheme is organized in chapter 1, whereas detailed information on how to fill in and draw up the application material is found in the last part. An example of a completed budget template is found at the GUDP website together with the call.

We look forward to receiving your application.



## 1. ABOUT THE PROGRAMME

### A. Background and description of the programme

In 2009 ICROFS developed a strategic research programme based on the extensive knowledge synthesis "Development, growth and integrity in the Danish organic sector"<sup>1</sup>. This formed the basis of the first programme under the Green Development and Demonstration Programme (GUDP) to contribute research in order to support growth and development in the organic sector: [Organic RDD](#). As a new initiative, the programme should also comprise development and demonstration aspects necessary for the sector. In 2014 [Organic RDD 2](#) was initiated based on the [ICROFS Research and Development Strategy 2012](#). [An evaluation of the Danish government's efforts within organic agriculture in 2014](#) (in Danish) demonstrated that research and development are necessary to increase the total production of organic products and raw materials. The publication [Økologiplan Danmark](#) (Organic Plan Denmark, in Danish) – presented by the Danish Minister for Food, Agriculture and Fisheries on 30 January 2015 – states that new knowledge and technology is essential in order to achieve a doubling of the organic acreage in 2020. Therefore, the Danish government will continue its research, development and demonstration efforts within the organic area. It is further stated in [Økologiplan Danmark](#) that organic agriculture has a beneficial impact on common goods such as nature, environment, climate, health and animal welfare; however, not all effects have been sufficiently studied.

The GUDP board invites applications for Organic Research, Development, and Demonstration 2.2 (Organic RDD 2.2) with **a total funding of up to 12.4 million DKK**.

This call has been developed in collaboration with ICROFS as the GUDP board – according to the GUDP legislation – procures recommendations from the ICROFS board on focus areas etc. in connection with specific, organic research efforts which may form the basis of implementing development and demonstration projects in the organic sector.

It is a prerequisite in order to achieve GUDP funding that the project creates tangible results and that these are quantified and preferably documented in the application. In the application the applicant should – to the extent possible – render it probable that the grant will result in a direct profit or a measurable spillover effect.

In this call there is a specific action area on the impact of organic agriculture on common goods. These projects as well as network projects are not expected to result in a direct profit or a measurable spillover effect.

#### **Commercial expansion and business plan**

GUDP grants are given with a view to ensuring that the projects will subsequently result in a commercial expansion of the results and therefore a business plan (-s) must be prepared at the time of application. The business plan is included as a part of the application. However, projects focusing on the impact of organic agriculture on common goods as well as network projects do not need to prepare a business plan.

#### **Focus on the entire value chain**

GUDP focuses on the entire value chain and emphasizes that participants come from different parts of the value chain, e.g. production, processing, sales and transportation. However, this does not apply to projects focusing on the impact of organic agriculture on common goods.

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<sup>1</sup> Alrøe, H.F. & Halberg, N. (red.) (2008): Development, growth and integrity in the Danish organic sector. Oct. 2008. ICROFS, International Centre for Research in Organic Food Systems, Foulum, Denmark. 54 p.  
[http://www.icrofs.org/Pages/Publications/synthesis\\_08.pdf](http://www.icrofs.org/Pages/Publications/synthesis_08.pdf)



### **Research and embedding project knowledge**

GUDP emphasizes that the participation of knowledge institutions in the projects constitutes a relevant tool to achieve tangible development and demonstration goals, thus encouraging a well-documented access to the market.

Research activities must thus constitute a tool to achieve the tangible goals. In relation to projects focusing on the impact of organic agriculture on common goods this goal means increased value for society.

In addition, GUDP emphasizes that necessary knowledge persons participate in GUDP projects in order to ensure that the scientific, technical and project management competences are available from start to end.

### **International collaboration may provide added value**

GUDP encourages applicants to use international collaboration partners and subcontractors in cases where this may provide added value to the project.

### **Project ideas are defined by the applicant**

Based on the framework described, the applicant is free to define his/her idea of a project to contribute to the solution of essential challenges found within the Danish organic food, agricultural, fisheries and aquaculture industries as well as to the general food, industry and environmental political goals.

### **Focus of Organic RDD 2.2**

The scientific/strategic basis for the Organic RDD 2.2 call is based on the ICROFS [Research and Development Strategy 2012](#) within organic farming and foods: "Growth, credibility and resilient systems", formulated by the ICROFS programme committee and based on participating in meetings with many stakeholders and scientists.

The scientific/strategic basis for projects with focus on the impact of organic agriculture on common goods will be the report "Knowledge synthesis on the impact of organic agriculture on common goods", which is under preparation (in Danish). Main points and conclusions will be presented at a conference at Christiansborg 22<sup>nd</sup> April, 2015, while the final report will not be published until August 2015. Read more about the knowledge synthesis at <http://icrofs.dk/publikationer/vidensynteser/> (in Danish).

### **Focus areas**

Organic RDD 2.2 focuses on both short term and long term *perspectives*, on sector and society as well as on research and practice. Just like its predecessor, Organic RDD 2.2 comprises three overall *themes*: Growth; Credibility in relation to organic principles; and Resilient Systems. The three themes are coupled with nine *focus areas*:

1. Existing, organic production systems
2. New, organic production systems
3. Different types of farms, organization and collaboration
4. Microbial interactions in soil, plants, animals, fodder and food
5. Markets and business development
6. Animal and human health
7. Climate, energy and resource management
8. Nature and environment
9. The importance of organic production for society

The Organic RDD 2.2 call will prefer project applications the main focus of which fall within the focus areas 3, 4, 5, 6, 7, 8 and 9. Focus areas 1 and 2 may also be included but these should not constitute the main focus area. Projects within the main focus areas 6, 7, 8 and 9, should primarily be applied for as projects with specific focus on the impact of organic agriculture on common goods. Network projects may be applied for within all 9 focus areas.



Read more about *perspectives, themes and focus areas* in the [strategy](#) and see the comprehensive [catalogue with ideas](#) (only in Danish).

### **Interdisciplinarity**

The projects should address selected topics within one or more of the 9 focus areas and interdisciplinary projects are welcome.

The efforts should be in synergy with the European research collaboration in [CORE Organic](#) and possibly continue the international perspective.

## **B. What project types can you apply for?**

### **Grants are provided for**

GUDP funds the following activities – which at the same time should ensure that high standards are maintained within climate, environment and nature protection, animal welfare, food safety and human health:

Development of new

- Technologies
- Tools
- Production systems
- Analysis methods
- Processes
- Products
- Management and logistics solutions

In addition, you may apply for funds for projects focusing on the impact of organic agriculture on common goods.

Grants may be given to research and development and/or demonstration as well as network projects.

### **Grants are not provided for**

GUDP does not provide grants for the following activities:

- Development of innovation competences including educational activities
- Company specific marketing and test marketing
- Joint generic campaigns
- Special innovation activities (borrowing staff etc.)

Applications for pure research projects are referred to apply elsewhere.

### **Expenses and costs eligible for subsidies**

Expenses and costs that are or are not eligible for subsidies appear from chapter 4: How to fill in the budget template under A. General.

### **Grant size and project duration**

The individual application may be given a total grant sum ranging from 250,000 DKK and up to a max. of app. 2 million DKK.

Grant rates appear from chapter 4: How to fill in the budget template.

All project types may have a duration of 1-2 years.

### **Specifically for gardeners and gardening companies**



Please notice that gardeners and gardening companies, who are members of a producer organization receiving funds for research and development activities in their operation programme are not eligible for GUDP funding unless the subsidy for *the specific activity type* included in the producer organization programme is discontinued.

## Active and financial project participation

GUDP wants to encourage interdisciplinary collaboration across actors and areas in order to strengthen knowledge dissemination and networking. Thus, GUDP emphasizes active and financial participation from industry, trade and knowledge institutions. Please cf. chapter 1 D on co-funding.

## Organic conditions

Grants are only given to project efforts if the applied methods are compatible with the organic principles and legislation. Project activities are thus expected to be accomplished according to the existing regulations for organic farming and using experimental fields, plants, animals and other material of organic origin. In case this is not possible this fact must be clearly indicated and accounted for in the application.

## Special focus area

### Focus area within the impact of organic agriculture on common goods

Up to 35 percent of the funding of this call may be awarded to projects focusing on the impact of organic agriculture on common goods; cf. focus area 9 in the ICROFS [Research and Development Strategy 2012](#).

These particular project applications do not need to prepare a business plan. The projects should illustrate the impact of organic agriculture on common goods – either by illustrating how the organic contribution to society may be increased and/or by clarifying and verifying the impact on common goods from organic food production, including synergies between the various contributions.

Please cf. appendix 1 for further information on this specific project type.

## Project types

Organic RDD 2.2 includes the following project types:

1. Projects with research content
2. Projects with research content focusing on the impact of organic agriculture on common goods
3. Network projects

All types are described in detail below.

### 1. Projects with research content<sup>2</sup>

Research, development and demonstration projects are projects in which one or more participants accomplish a number of interdependent and supporting activities such as:

- **Applied research** as a necessary tool to achieve development and demonstration goals
- **Development**, including the development of new technologies, prototypes and the accomplishment of necessary tests in real-life conditions

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<sup>2</sup> For definitions of project types etc. cf. chapter 2, subsection 3 of the act <https://www.retsinformation.dk/Forms/R0710.aspx?id=132914> (in Danish)



- **Demonstration activities** with the purpose of disseminating knowledge on the application of research and/or development activities

For a detailed description of the activity types research, development and demonstration please cf. chapter 4 B. How to fill in the individual budgetary items.

## 2. Projects with research content focusing on the impact of organic agriculture on common goods

Research, development and demonstration projects focusing on the impact of organic agriculture on common goods are projects in which one or more participants accomplish a number of interdependent and supporting activities such as:

- **Applied research** demonstrating the impact of organic agriculture on common goods. The projects should illustrate the societal importance of organic farming – either by illustrating how the organic contribution to society may be increased and/or by clarifying and verifying the impact on common goods from organic food production, including synergies between the various contributions.
- **Development** that may be relevant to the common goods, e.g. development of monitoring methods.
- **Demonstration activities** the purpose of which is to disseminate knowledge about research in the impact of organic agriculture on common goods.

For a detailed description of the activity types research, development and demonstration please cf. chapter 4 B How to fill in the individual budgetary items.

## 3. Network projects

The purpose of network projects is to map barriers and commercial perspectives and potential innovation within a limited area. Relevant public authorities may be included.

Network projects are intended to establish a foundation and initiate lasting, close and trusting collaboration relations between the actors for the purpose of initiating future projects.

Network projects should consist of actors from various parts of the value chain or actors who work across already established value chains. GUDP recommends that actors outside the food industry participate as external advisors if this will create added value for the food sector actors.

Network activities include clarification and mapping. Research and innovation activities are not part of network projects.

As from 1 January 2015 new rules apply to networks compared to previous GUDP calls; cf. chapter 4.

Please notice that the maximum public financing is 50 % and in relation to public institutions such as e.g. universities this means that the remaining 50 % must be private funding, as university budgets are – as a rule – considered "other public financing".

### More about demonstration

It is essential that demonstration activities are clearly distinguished from marketing activities. Demonstration activities are characterised by the fact that the demonstration concerns scientific or technical knowledge and the like which will not be marketed. The demonstration should not increase the value of the product or in any other way increase profits for those completing the demonstration or for the demonstrated item.

Further information on demonstration activities is found here (in Danish):  
<http://naturerhverv.dk/tilskud-selvbetjening/tilskudsguide/groent-udviklings-og->





[demonstrationsprogram-gudp/#c5712](#)

## Other grant schemes

A number of grant schemes exists within the food sector providing grants for research, development, demonstration and/or market maturing. Before applying, applicants should consider the most relevant scheme.

Lists of other subsidy schemes are e.g. found here <http://vaekstguiden.dk/> and here <http://naturehverv.dk/tilskudsguide/>. At the website of Innovation Denmark (InnovationsFonden) <http://innovationsfonden.dk/da/soegemulighed/oekologi> you will find schemes focusing on organic food production (in Danish).

## C. Who can apply for grants?

The target group for the GUDP programme includes the following actors from the food industry:

- Companies
- Producers
- Entrepreneurs
- GTS – Advanced Technology Groups
- Research institutions
- Others

Grant applications may be submitted to GUDP by company registered persons, companies, trade associations, other associations, self-governing institutions and public research institutions which are registered in the Danish Central Business Register ("Det Centrale Virksomhedsregister – CVR").

In relation to grants Advanced Technology Groups (GTS), trade associations, other associations and self-governing institutions are considered as private companies.

Grants are not given to foreign research institutions or companies; however, they may participate in a project acting as external advisors.

## D. Criteria for prioritizing applications

### Project type 1:

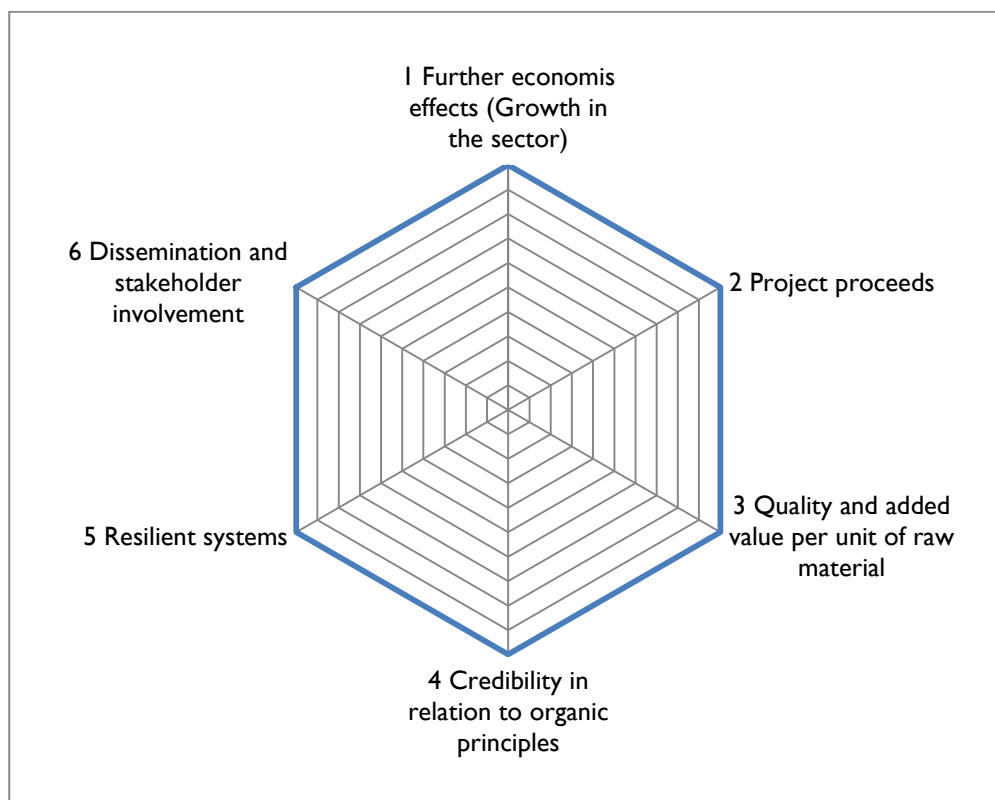
#### Prioritizing projects with research content and a business plan

GUDP will prioritize projects focusing on the interaction between green sustainability and economic sustainability. GUDP considers these two elements as the primary context able to contribute to a green transition.

Therefore, GUDP emphasizes the importance of the projects' business potential, that they are able to create growth and employment to the benefit of the Danish food industry and that several parts of the value chain participate in the project.

Organic RDD 2.2 focuses on both short and long-term *perspectives*, on sector and society as well as research and practice. All projects must relate to the *three themes*: growth, credibility in relation to organic principles and resilient systems as elaborated in the [Strategy](#).

#### Prioritization criteria for project type 1: Projects with research content and a business plan



The application will be evaluated according to the following 6 prioritization criteria. Three criteria are concerned with economic sustainability, two criteria are concerned with green sustainability and the last criterion is about dissemination and stakeholder involvement. An elaboration of the criteria is provided below.

Each project will be evaluated as a whole, i.e. the total weighting of the various parameters relevant to the actual project is considered. The applicant should aim to ensure that focus and improvement in one area does not – as a consequence – impair another area correspondingly.

All applications should emphasize green sustainability as well as economic sustainability; but not necessarily within all prioritization criteria.

The project description for project type 1 must clearly relate to the following questions in relation to one or more of the project focus areas and fill in the relevant fields of the application:

- Which barriers/development potential within the organic sector is the project likely to overcome/support, and how will this contribute to market-based growth?
- What are the expected results of importance to the sector and who are the primary target groups?
- How will it be ensured that project results are implemented in practice and will eventually constitute a profitable business?
- How is the value chain perspective included in the project?



## Elaboration of the 6 prioritization criteria for project type 1: projects with scientific contents and a business plan

### 1 Further economic effects

- Project potential in relation to expansion within the sector as well as the socio-economic effects yielded by the output after expansion. Should be indicated as e.g. increased profits/yield (excluding increased costs) of e.g. 10 percent for a crop that will result in a further economic effect of 10 percent x the price x the area to which the increased yield may be expanded.

### 2 Project proceeds

- The financial revenue generated by the project results for the grant receivers after three years. Should be indicated as the net earnings (earnings with a deduction of costs) in DKK

### 3 Quality and added value per unit of raw material

- The added value provided by the project to a given raw material, including e.g. improved quality scaled with the expansion/amount. Should be indicated in DKK per unit, e.g. DKK/kg – not the sales price. Expansion opportunities should be described.

The economic effects must be described and accounted for and supplementary information, elaboration and causal relations must be stated.

### 4 Credibility in relation to organic principles

It is still important to develop organic agriculture based on the basic organic values and principles. The principles of the EU regulation regarding organic agriculture include the importance of working with soil fertility, biodiversity, environment, animal welfare and careful processing. Focusing on this will make organic agriculture an important contributor to societal goals.

Focusing on how organic agriculture increasingly meets these principles may ensure that organic agriculture and aquaculture will be some of the most powerful bids for a future more environmentally friendly primary production to support the efforts in relation to the Water Framework Directive, Natura2000 and a reduction of the pesticide consumption, e.g. as required in the EU directive concerning a sustainable application of pesticides and integrated plant protection.

Research and development should support the credibility of organic agriculture by ensuring that the organic sector is constantly given the opportunity to improve its practice in relation to the principles and important societal goals as well as the consumer expectations, an open dialogue and that the impact of organic agriculture on common goods is well documented.

Contributions to an increased credibility in relation to organic principles must be described and the applicants should aim to quantify the expected project contributions. Some examples are given below, and the applicants may include more.

- Improved soil fertility – the project's contribution to improved soil fertility, including structure, water, biological activity, nutrition, carbon sequestration etc.
- Increased biodiversity – the project's contribution to an increased biodiversity, including agricultural as well as wildlife biodiversity and preferably at the levels of gene, species and landscape
- Limited climate impact – the project's contribution to a reduced emission of climate gases (CO<sub>2</sub> equivalents) including carbon sequestration in soil (provided that the results will be expanded subsequently)
- Sustainable use of resources – the project's contribution to a sustainable use of resources and utilization of local resources, including energy consumption, optimization



of nutrient cycles/recycling and an optimization of resources within food production indicated as added value per input<sup>3</sup>

- Minimized nutrient surplus – the project’s contribution to recirculation and reduction of nitrogen and phosphorus surplus per hectare or animal unit (provided that the results will be expanded subsequently)
- Other effects for an improved environment – the project’s contribution to an improved environment that do not appear from other descriptions and quantifications, including water environment and ground water
- Improved animal welfare – the project’s contribution to improved animal welfare, including health, nutrition, natural behaviour and the absence of pain, fear and stress etc.
- Reduced use of antibiotics – the project’s contribution to a reduction in standard treatments with antibiotics per animal unit (provided that the results will be expanded subsequently)
- Improved human health and welfare – the project’s contribution to human health and welfare, including food safety, nutritionally improved diets, energy intake, dietary supplements, but also to quality of life and absence of pesticide residues, resistance to antibiotics, substances hazardous to health etc.
- Careful processing – the project’s contribution to the development of careful processing of raw materials, use of natural conservation methods and additives etc.

## 5 Resilient systems

Sustainable growth should be based on the development of resilient systems in a biological as well as economic sense.

There is a general need for increased knowledge on the interaction between organisms above as well as below the ground and how this knowledge may be used innovatively to increase agricultural and aqua cultural resilience.

Contributions to resilient systems must be described and the applicants should aim to quantify the expected project contributions. Some examples are given below, and the applicants may include more

- Ecosystem services: the project’s contribution to augment ecosystem services such as soil fertility and yield, functional biodiversity and regulation of animal diseases and at the same time how to reduce the risks of long-term problems with e.g. pests, diseases and perennial weeds.
- Adequate access to nutrients: the project's contribution to ensure access to nutrients for the primary production e.g. through optimization of nutrient cycles/recycling.
- Resistance to external pressure and change: the project’s contribution to develop production systems in which the individual elements mutually support and compensate for each other in case of unexpected changes in the environment and to resist pressure in the form of diseases/pests, climate changes and market fluctuations.
- Technology and knowledge: the project’s contribution in the form of technology and knowledge that increase the capacity for observation/monitoring, prevention, decision support and control/management including the implementation of managerial diversity in the form of multi-functionality, farm collaboration and/or integration of the value chain in order to ensure a natural foundation and financial profitability (social innovation).
- Resource management and cost optimization: the project’s contribution to e.g. increased recycling/reuse of resources on the farm/company, implementation of renewable energy etc.

<sup>3</sup> Examples of effects – sustainable use of resources:

Same output produced with less input

Same input produces increased output (including use of waste products)

Same output is processed with same or less input



## 6. Dissemination and stakeholder involvement

- The project application must include an action plan for communication activities. This plan must include a description of the parties interested in the project idea and results, how the primary target groups have been identified, how target group representatives/stakeholders will be involved in the project and how the project will include, communicate and disseminate to relevant target groups in order to include the users in an on-going dialogue about the project. In the communication plan the plan to make the project efforts and results visible to others, including as scientific publications, and thus inspire them via communication and other activities as well as how the results may be implemented. User involvement and the estimated project impact will be evaluated and must be clearly described in the application.
- The project must contribute to dissemination in Danish as well as English via ICROFS. The project manager and 1-2 project participants should participate in annual status meetings and sufficient time and funds should be allocated to travels and/or other meeting expenses in relation to these meetings. The project manager is expected to contribute to the dissemination of project results at the end of project as well as at the end of the entire programme.

### Project type 2:

#### **Prioritizing projects with research content within the specific action area (without business plan): Impact of organic agriculture on common goods**

Organic RDD 2.2 focuses on both short and long-term *perspectives*, on sector and society as well as research and practice. All projects must relate to the *three themes*: growth, credibility in relation to organic principles and resilient systems as elaborated in the [strategy](#).

Projects under project type 2, focusing on the impact of organic agriculture on common goods, are not expected to contribute solutions to the existing challenges within the food sector. They will be evaluated in relation to their perspectives and potential to encourage new development concerning the contribution of organic agriculture to common goods, including an elaboration of these contributions and the opportunities to increase these.

Applications under project type 2 will be evaluated on their contribution to criterion 4: Credibility in relation to organic principles, and criterion 6: Dissemination and stakeholder involvement. See the descriptions of these criteria under project type 1. In addition to these the projects will also be evaluated according to a specific criterion: the impact of organic agriculture on common goods.

The project contributions must be described and quantified, if possible, for criterion 4 and criterion 6 as described above. In relation to criterion 4 research and development should support the credibility of organic principles by ensuring that the organic sector is constantly given the opportunity to improve its practice in relation to the principles and important societal goals as well as the consumer expectations, an open dialogue and that the importance of organic farming to society is well documented. The projects are expected to focus on organic agriculture as a tool to achieve sustainable agriculture. It is supposed that the exposure and development of the impact of organic agriculture on common goods will strengthen the entire sector.

Contributions to the exposure of or development of the impact of organic agriculture on common goods should be described and applicants should aim to quantify the expected project contributions. Some examples are given below but the list is not exhaustive.

- Rural development and employment – project contribution to illustrate the contribution of organic agriculture within this area.
- Economic growth and value – project contribution to illustrate the contribution of organic agriculture to economic growth.



- Social development and social innovation – project contribution to illustrate the contribution and possibilities of organic agriculture to improve social development e.g. by implementing managerial diversity in the form of multi-functionality, farm collaboration and/or integration of the value chain.
- Capacity building/knowledge accumulation – project contribution to increase the capacity building in society/local communities, social and human capital, development of value chains, education etc.

In case the applicants consider that the projects may also contribute to the other criteria applying to project type 1 (with a business plan), they are free to quantify the economic criteria as well as the criterion applying to resilient systems.

### **Project type 3: Prioritizing network projects**

On a short-term perspective the network projects are not expected to contribute tangible solutions to the existing challenges within the food sector. Therefore, they will be evaluated according to their perspectives and potential to encourage new development of the interaction between green sustainability and economic sustainability.

### **General information for all project types**

#### **Information on project impact and confirmation**

When describing project contributions according to the different parameters it is important to indicate the starting point in order to be able to identify and quantify the project contributions. The applicant should state the current situation within the area and how the project may contribute to improvement.

Approved projects must confirm by signature in the letter of approval that the project impact has been evaluated and calculated based on the best available knowledge and that the project impact is expected to be achieved.

#### **Projects with special risks**

GUDP wants to fund projects that include certain risks but also have correspondingly large potentials.

Therefore, GUDP may approve funding that is conditional on the applicant providing a supplementary practicability study to further expose the project's risks and ensure that the potential benefits have been sufficiently described and illustrated.

The practicability study, to be prepared by the applicant, must include analyses of the technical perspectives of the project, financial perspectives, legal and regulation perspectives, operational perspectives and time perspectives unless these already appear from the application. An interview in which the applicant is interviewed by the GUDP secretariat in order to illustrate potential risks as well as benefits may be added to the analysis.

Applicants asked to perform practicability studies will be notified by the GUDP secretariat and information on the conditions and details will be given.

#### **Evaluation of research content**

ICROFS will appoint an international expert panel to be approved by InnovationsFonden (Innovation Fund Denmark). The international panel of experts will evaluate the scientific level as well as the relevance of the applications. If the scientific level is considered not eligible for grants the project will not receive funding. If the scientific level is considered eligible for a



grant, then the ICROFS board will use the statements from the expert panel as basis for their decision but the board is free to consider e.g. relevance differently from the expert panel.

### **Commercial conditions and communication**

#### **Business plan**

As part of the project application an individual business plan should be prepared for each project result entailing commercial potential and purpose. Please note that this does not apply to project applications focusing on the impact of organic agriculture on common goods.

The business plan should provide an overview of the business model, organization and economy of the planned products. The contents of the business plan should be based on data and refer to relevant sources. It is important to substantiate the plan by means of data describing e.g. market size and growth rates.

Read more about business plans here (in Danish only):

<http://naturerhverv.dk/tvaergaaende/gudp/arrangementer/tidligere-afholdte-informationsmoeder/>

More information on business plans is found in chapter 2. How to fill in the main application form following field A27.

Network projects are expected to include commercial perspectives and also to indirectly support these perspectives within a sector, a technology area or the like. Please note that network projects do not need to prepare business plans.

#### **Co-financing**

GUDP requires that knowledge institutions document their project engagement by contributing a co-financing of 10 percent of their respective share of the project costs.

GUDP emphasizes that companies, who expect to achieve increased earnings as a result of the project results, must contribute co-financing.

#### **Project descriptions on the GUDP website**

GUDP wants to prepare project descriptions for the funded projects including a short description of the project, quotes for press releases and project pictures.

The project descriptions will be published at the GUDP website together with any press coverage in relation to the projects.

Examples of project descriptions are found here (in Danish only):

<http://naturerhverv.dk/tvaergaaende/gudp/gudp-projekter/>

and here: <http://icrofs.dk/en/research/danish-research/>

#### **Collaboration in connection with projects and reporting**

GUDP and ICROFS will monitor all initiated projects to support the realization of the results. In addition, the secretariat may request an observer seat in the project steering committee or in an advisory group for a cluster of related projects.

In addition, GUDP and ICROFS will follow the projects by means of annual project reports on results and project progress as well as the final report.

#### **Repayment of grants in case of commercial utilization of results**

In cases where the commercial utilization of project results generates net proceeds to the grant receivers within a period of three years after completion of the project, a repayment to the Danish AgriFish Agency must take place. The repayment sum cannot exceed the original grant sum provided.



For further information please cf. "Instruction in relation to repayment of grants" found here (in Danish) [www.gudp.dk](http://www.gudp.dk).

## **E. Application form and guide**

Application forms are found at the GUDP website: [www.gudp.dk](http://www.gudp.dk).

An application consists of:

- Form A: Main application
- Form B: Budget form and Gantt chart
- Form C: Participant form(s)
- Form D: Business plan (additional business plans if necessary)
- CV's for project manager and relevant key persons
- Written collaboration agreements for network projects

Attachments other than the ones mentioned above will not be considered in the processing of the application.

All fields of the application form must be completed. The application should be prepared in English, except for applications for network projects, which may be in Danish, and the GUDP forms for application material must be used. However, other Gantt chart layouts will be accepted.

Please read the guide on how to prepare the application material in chapters 2, 3 and 4.

### **Submission**

The application – one version scanned and with signatures(PDF) and one version not scanned as well as the budget form and Gantt chart in a non-scanned version (Excel spreadsheet) must be submitted to the GUDP secretariat – email: [gudp@naturehverv.dk](mailto:gudp@naturehverv.dk)

### **Application deadline and receipt**

The deadline for applications is stated at the first page of this call. Within a few days after receipt the GUDP secretariat will send a letter of receipt confirming the receipt of your application.

### **Applications may be rejected**

Applications received after the deadline for applications will not be considered. Further, applications may be rejected if they do not comply with the requirements stated in this call.

## **F. Procedure for the processing of applications**

### **Processing of applications**

The processing of applications received will be based on the submitted material.

The criteria listed in section D will be included in the specific assessment of the applications. Based on these the GUDP board will decide on a number of applications to receive a grant approval.

The ICROFS board plays a central role in the assessment of applications and has appointed a programme committee to evaluate the applications with due respect to the general rules of impartiality and confidentiality.





- The programme committee evaluates all applications and – based on this evaluation as well as the decision made by the international panel of experts – the programme committee will recommend to the ICROFS board the projects that are eligible for grants within the programme framework.
- Based on the evaluation of the programme committee, the ICROFS board will submit to the GUDP board a justified proposal for programme composition.
- Based on the recommendation from the ICROFS board the GUDP board will make the final decision about the composition of the organic programme.

### **Advice during the processing of applications**

The GUDP secretariat may procure advice from external experts during the processing. The GUDP secretariat will ensure that external experts are impartial and they are subject to confidentiality in relation to the consideration of the application material.

### **Scientific evaluation**

Innovation Fund Denmark (InnovationsFonden) has approved an international panel of researchers – appointed by ICROFS – who will be asked to accomplish a scientific evaluation of the research part of the application. If the application contains research the applicant must tick off the field of research contents in Form A, field A1 – otherwise the application will be rejected without further consideration. This also applies in case the field is not ticked off, but the applicant has indicated – under types of deliverables – types that begin with an "F". In case the application contains research the applicant must – in field A20 – account for the research contents of the application, including the research question of the research part, the state-of-the-art, the theoretic foundation and method as well as the scientific qualifications of the project participants.

Information for the research related evaluation must be prepared as an independent account of the research part and appear solely from field A20 of the application form. If the research part is not considered eligible for subsidies, then GUDP is not able to subsidize this part.

### **Consultative procedure in relation to external advice**

In cases where external advice is used and the evaluation is to the disadvantage of the applicant, the applicant will be given the opportunity to comment on the external evaluation via consultative procedures. This is done in order to clarify whether the external evaluation is based on misunderstandings in relation to the application. The applicant's comments may be presented to the persons responsible for the external advice in order to clarify any misunderstandings. The external advice will form part of the GUDP board's basis for decision.

### **Confidentiality**

All applications will be handled with utmost confidentiality within the framework of the Danish Act on Public Administration (Lov om offentlighed i forvaltningen).

### **Publication**

Upon receiving the application the GUDP secretariat reserves the right to publish a list of the applications received. This list will include project title and the name of the main applicant. Once the board has made its final decision as to which projects will be subsidized a list of project titles, grant sums and grant receivers will be published on the GUDP website and a project description will be available on the ICROFS website.



## G. Legal basis

The applicable GUDP rules appear (in Danish) from:

- Act no. 1502 of 27 December 2009 on grants in relation to the Green Development and Demonstration Programme  
<https://www.retsinformation.dk/Forms/R0710.aspx?id=129569>
- Consolidation Act no. 1261 of 24 November 2014 on grants in relation to the Green Development Demonstration Programme and later amendments  
<https://www.retsinformation.dk/Forms/R0710.aspx?id=165671>

We kindly refer to the GUDP Strategy 2015-18 (in Danish):

<http://naturerhverv.dk/tvaergaaende/gudp/gudp-bestyrelsen/>

ICROFS Strategy2012:

[http://icrofs.dk/fileadmin/icrofs/Diverse\\_materialer\\_til\\_download/Research\\_and\\_development\\_strategy\\_2012.pdf](http://icrofs.dk/fileadmin/icrofs/Diverse_materialer_til_download/Research_and_development_strategy_2012.pdf)

The GUDP action plan for 2015 (in Danish):

<http://naturerhverv.dk/tvaergaaende/gudp/gudp-bestyrelsen/>



## 2. HOW TO FILL IN THE MAIN APPLICATION

### Form A: Main application form for Organic RDD 2.2 projects

All fields below must be completed. Font Arial, font size 11 and single spacing must be applied. <b>The application must be written in English except applications for Network projects, which may be written in Danish</b>	
<b>A1. Project type</b>	Please tick off the kind of application you want to submit: <ul style="list-style-type: none"> <li>• Projects with research content</li> <li>• Projects with research content dealing with the impact of organic agriculture on common goods</li> <li>• Network projects</li> </ul>
<b>A2. Focus area</b>	a. Tick off the focus area within which your project will mainly generate results b. Tick off other focus area(s) within which your project will generate results
<b>A3. Project title (max. 10 words), and acronym if any</b>	Indicate a meaningful project title. Among other things, the project title is used when the project approval is announced and other mention of the project.
<b>A4. Brief project description</b>	The description should include project objective, expected results and an assessment of achieved project effects. Your language must be readily understood. Max. 1,500 characters including spaces. The brief project description must be provided in both Danish and English.
<b>A5. Name of main applicant/ project coordinating company or institution</b>	Name of the main applicant which is also the company or institution in charge of the project.
<b>A6. Municipality</b>	Indicate the municipality of the company/institution acting as the main applicant.
<b>A7. CVR number</b>	Indicate the company's CVR number. Danish companies have an individual CVR number, which is an eight-digit identification number unique for the individual company. The CVR number is used as identification in relation to the authorities.
<b>A8. P number</b>	Indicate the company's P number. In addition to the CVR number each company is also given a production unit number (P number) for each physical location from which the company runs its business. The P number is a 10-digit, unique number. A CVR number may comprise more P numbers.
<b>A9. Address</b>	State the address. The address listed in this field must be identical with the address registered in The Central Business Register (CVR) in relation to the CVR and P numbers indicated.



<b>A10. Project manager's name and title</b>	Name and title/position of the project manager, whom the Danish AgriFish Agency may contact and his/her telephone number and e-mail to be used for corresponding purposes.		
<b>A11. Telephone and e-mail</b>			
<b>A12. Total application amount</b>	State the total amount applied for – this amount also appears from field B16 in the budget form. The total application amount must be between 250,000 DKK and max. 2 million DKK as a general rule.		
<b>A13. Have you applied for grants in relation to this project via other state and/or regional schemes?</b>	Please state if you have applied for project funding via other state and/or regional schemes, including GUDP (covering the entire project and all participants). If this is the case, please state the scheme and the year of the application. Please enter the file number if possible.		
<b>A14. Starting date:</b>	Expected starting date for the project – <b>1 January 2016</b> at the earliest. GUDP <u>may</u> authorize that the applicant – at his own account and risk – initiates the project activities before the GUDP board has made its final decision whether or not to fund the project. The applicant must apply for such authorization when submitting his/her application	<b>A15. End date:</b>	Expected end date of the project (max. project period is 2 years).
<b>A16. Applicant confirmation</b> The applicant is under the obligation to inform The Danish AgriFish Agency immediately in case of significant changes to the information submitted; thus including additional funding granted for the entire project or parts of the project by other parties, of which the applicant had no knowledge at the time when the application was submitted. The applicant hereby confirms that all data and information listed in the application material are correct.			
<b>Date:</b>	<b>Signe name/stamp:</b>	<b>Signature:</b>	
Please enter the company's/institution's stamp or the name of the signer in capital letters.  If your company/institution is the only project participant then the main application form must be signed by the company's/institutions financial controller. As regards collaboration projects the application form must be signed by the main applicant (the project manager).			



<b>A17. Project: individual or collaboration</b>	Tick off either collaboration project or individual/sole participant project. Tick off network projects as a collaboration project.		
<b>A18. Size of company/institution</b>	Please tick off the relevant company size. Cf. Item 4.B How to fill in the individual budgetary items.		
<b>A19. List of relevant key persons from the participating companies/institutions as well as their expected engagement in the project.</b>			
Name	Position	No. of hours	Company/institution
This list must provide information about the name, position and place of work for the relevant key persons as well as the expected number of hours they will spend in relation to the project.			

**A20. Information in relation to scientific evaluation – do NOT fill in for network projects**

This field, A20, must be completed if the project is not a network project. If it is not filled in, then GUDDP will not be able to provide funding for the project.

An international expert panel appointed by ICROFS and approved by Innovation Fund Denmark will perform a scientific evaluation of the application and its research related contents.

Therefore, the applicant must account for the following items (max. 4 pages):

- The scientific contents of the research part
  - Including how research is included as a necessary means to achieve specific development and demonstration goals. However, this does not apply to projects on the impact of organic agriculture on common goods.
- The research question in relation to the research part, "state of the art", theoretic foundation and method.
- Number of PhD's, if any, included in the project and information as to how their work is integrated in the project.
- Relevant information on the distribution of work and key persons.

Among the enclosed CV's, please indicate which are relevant to the scientific assessment by writing "Research" in the top right corner.

**Please note that the information in relation to the scientific evaluation must be prepared as an individual account for the research part.** In other words, the reader should be able to read it as an independent account without having to read the application.



## Project description

### **A21. Project objective, goals, milestones and work packages (max. 2 pages)**

Describe how the project will contribute to solve essential challenges within Danish organic industries such as food, agriculture, fisheries and aquaculture and to the overarching food, industry and environmental policies. If considered relevant, please describe the project focus on the entire value chain or parts of it (e.g. primary production, processing, trade or transport).

Please elaborate the contents of the work packages in this section.

Establish a clear goal, evident milestones, activities and deliverables for the project applied for. In addition, project activities, milestones and deliverables must be listed in the completed Gantt chart (form B) at work package level.

In A21, it is possible to refer to text in A20 so as to avoid repetitions.

### **A22. Tangible project impact within green sustainability and impact on the common goods (max. 1 page)**

Criterion 4: Credibility in relation to organic principles – please describe and account for the project's impact in relation to the following parameters and indicate, in numbers and units if possible: present level, expected impact/outcome of the project and its likely expansion, e.g.:

- Improved soil fertility
- Increased biodiversity
- Limited climate impact
- Sustainable use of resources
- Minimized nutrient surplus
- Other effects for an improved environment
- Improved animal welfare
- Reduced use of antibiotics
- Improved human health and welfare
- Careful processing

Criterion 5: Resilient systems – please describe and account for the project's actual impact in relation to the following parameters and indicate, in numbers and units if possible: present level, expected impact/outcome of the project and its likely expansion, e.g.:

- Ecosystem services
- Adequate access to nutrients
- Resistance to external pressure and change
- Technology and knowledge
- Resource management and cost optimization

Special criterion about the impact of organic agriculture on common goods: The project's disclosure of or development of the contribution of organic agriculture to the common goods (in addition to the ones described under Criteria 4: Credibility) should be described, and quantified if possible, in relation to e.g.:

- Rural development and employment
- Economic growth and value
- Social development and social innovation
- Capacity building/knowledge accumulation



Information on impact will be used in the evaluation of the applications, and therefore it is essential that impact and expansion are described unambiguously and that references are provided.

*Explanatory notice*

Please indicate, as far as possible, the present level and the present expansion based on references (e.g. statistics, published reports or the like) in measurable units such as e.g. nutrient loss per hectare, production size or the like. Supplemental information, elaboration and causal relations may be added.

The credibility impact must be indicated for all project types. Resilient systems impact must be stated for project type 1 (with business plans). Impact as to common goods must be stated for project type 2 (focusing on the impact of organic agriculture on common goods).

Sustainability impact achieved outside Denmark cannot be used in the impact statement.

Some of the credibility impact, the resilient systems impact and the common goods impact can only be provided as explanatory text and not indicated in the impact table.

*Impact table to be used for quantifiable impact*

Expected tangible project impact, likely expansion, total impact (impact x expansion) and parameter references may be indicated in the impact table shown below.

Please state N/A in the fields that are not relevant, or that cannot be completed, thus leaving no fields empty.

**Impact table**

<b>Parameter</b>	<b>Impact</b> (remember unit)	<b>Expansion</b> (remember unit)	<b>Total impact</b> (impact x expansion)	<b>References</b>
<b>Minimize nutrient surplus (nitrogen)</b>				
<b>Minimize nutrient surplus (phosphorus)</b>				
<b>Reduce the use of antibiotics</b> (treatment frequency)				
<b>Limit climate impact</b> (CO <sub>2</sub> equivalent)				
<b>Sustainable resource utilization</b> (DKK or other relevant units)				

Below you will find an example of the estimation of impact as well as a completed impact table.



Example: estimation of impact

**A fictitious example on how to complete the impact table based on actual project impact:**

A project aims to create value for producers of slaughter pigs by means of a new feed concept focusing on the reduction of feed waste and an improved feed utilization. Thus, the nutrient emission will be reduced and the climate and environmental impact minimized. The applicant estimates a reduction in feed consumption of 0.1 Feed Units (FU) for pigs per kg growth, which will reduce the production emission of nitrogen (N) and phosphorus (P) by 10 %, corresponding to **0.52 kg N/pig** and **0.10 kg P/pig**, respectively (Gris et al., 2014). The applicant estimates an expansion to 60 % of the pig herds producing more than 3,000 pigs per year (corresponding to 15.4 million pigs/year (Statistics Denmark):  $0.6 * 15.4 \text{ m pigs/year} = \mathbf{9.24 \text{ million pigs/year}}$ ). A significant part of the climate impact caused by pig production comes from the feed used. If the feed utilization is improved then the feed consumption in slaughter pig production will be reduced. If the project results are expanded to 9.24 million Danish pigs, this would correspond to a reduced CO<sub>2</sub> emission of **185,000 tons CO<sub>2</sub> equivalents per year** (Gris et al., 2014). To this should be added a reduced CO<sub>2</sub> emission as a result of reduced energy consumption for reduced feed production (not quantified).

Example: completed impact table

Parameter	Impact (remember unit)	Expansion (remember unit)	Total impact (impact x expansion)	References
<b>Minimize nutrient surplus (nitrogen)</b>	0.52 kg N/pig	9,240,000 pigs/year	4,804,800 kg N/year	Gris et al., 2014 and Statistics Denmark
<b>Minimize nutrient surplus (phosphorus)</b>	0.10 kg P/pig	9,240,000 pigs/year	924,000 kg P/year	Gris et al., 2014 and Statistics Denmark
<b>Reduce the use of antibiotics</b> (treatment frequency)	N/A	N/A	N/A	N!
<b>Limit climate impact</b> (CO <sub>2</sub> equivalent)	N/A	N/A	185,000 tons CO <sub>2</sub> -equiv./year	Gris et al., 2014.
<b>Sustainable resource utilization</b> (DKK)	N/A	N/A	N/A	N/A

**A23. Project organization and management (max. 1 page)**

Please describe project organization and management, including whether a project steering committee has been appointed. Relations and synergies between work packages and participants should appear from, and be rendered visible in, the Gantt chart (form B). Please provide a description of the project manager's as well as the participants' competences used to accomplish the project (**max. 5 lines per participant**).

**A24. The project's coherence with other previous and present projects (max. ½ pages)**

Account for the project's originality as well as for any other relevant projects (e.g. references to previous projects; please state project file number if possible, in case the project is funded by the Danish AgriFish Agency).

**A25. The project's expected collaboration with other relevant companies/institutions/projects – nationally and internationally (max. ½ page)**

Description of the expected collaboration with other relevant companies/institutions/projects which do not act as participants in the project.

**A26. Communication plan, expansion and stakeholder involvement (max. ½ pages)**

The plan should describe who has an interest in the project idea and results, how primary target groups have been selected, how target group representatives are included in the project, and finally how the project aims to involve, communicate with and disseminate to relevant tar-





get groups, including:

- decision-makers, with a focus on challenges and solutions
- scientific environments, with a focus on goals, methods and results
- stakeholders, consumers and society as a whole

in order to include the stakeholders in an on-going dialogue about the project. In the communication plan, there must be emphasis on making the efforts and results of the project visible, including as scientific publications, how the project can inspire other and how the results will be implemented. The involvement of the stakeholders and the estimated effect of the project will be evaluated and therefore must be clearly described.

In the plan please include a description of stakeholder involvement as well as the applicant's estimate of the impact of the project results, which do not appear from items A22 or A27.

Please include contact information of a participant who is able to participate in an interview or maybe a GUDP "information campaign". An amount of up to 50,000 DKK may be allocated for communication purposes in the budget.

### **A27. The tangible, financial impact of the project (max. ½ page) - not compulsory for project type 2.**

Please describe the tangible, expected financial impact and expansion (in numbers and units thus ensuring the most accurate indication possible – use DKK, % or the like) in relation to the following criteria:

Criterion 1: Further economic effects – e.g. indicated as an increased yield within the primary sector (without increased costs) of 10 per cent in relation to a crop which may result in a further financial impact of 10 % x the price x the area to which the increase is expanded.

Criterion 2: Project proceeds – indicated as the financial return, which the project results will generate to the grant receivers after 3 years; i.e. the earnings less the expenses – the net income. Should be distinguished from the turnover. Please indicate in DKK.

Criterion 3: Quality and added value per unit of raw material – to be indicated as the added value that the project may add to a raw material – please indicate in DKK per unit, e.g. DKK/kg – not the sales price. Describe the expansion opportunities; and also describe the added quality, if any, not necessarily reflected in an added value measurable in DKK/kg.

Information on impact is used when evaluating the applications and therefore it is of utmost importance that they are unambiguous.

#### *Explanatory note*

Describe and account for the project output in relation to the primary sector, the participating companies which may make a profit on the products developed, the expansion as well as the increased value that the actual product is expected to generate. Supplementary information, elaboration and causal relations may be given. All effects may not be relevant to all projects but please indicate the relevant effects as accurately as possible.

#### *Impact table*

Actual effects, expansion, total impact and references must be stated in the impact table shown below. Please indicate N/A in the fields that are not relevant, thus leaving no fields empty.

If the applicant is not able to fill in the impact table for at least one parameter, then he/she



should reconsider whether GUDP is the appropriate scheme to apply for.

Please cf. the example given of expected effects and completed impact table below.

**Impact table**

<b>Parameter</b>	<b>Impact</b> (indicate unit)	<b>Expansion</b> (indicate unit)	<b>Total impact</b> (impact x expansion)	<b>References</b>
<b>Further economic effects</b>				
<b>Project proceeds</b>				
<b>Quality and added value per unit of raw material</b>				

*Example of calculation of impact*

*The applicant expects that the savings potential – by reducing feed waste and improving feed utilization – will be **40 DKK per slaughter pig**. The applicant states that the project proceeds (for the grant receivers) are expected to be a total of **26 million DKK after a 3-year period**.*

*Example: completed impact table*

<b>Parameter</b>	<b>Impact</b> (Indicate unit)	<b>Expansion</b> (indicate unit)	<b>Total impact</b> (impact x expansion)	<b>References</b>
<b>Further economic effects</b>	40 DKK/pig	9.240.000 pigs/year	369.600.000 DKK/year	Applicant
<b>Project proceeds</b>	N/A	N/A	26 mil. DKK	Applicant
<b>Quality and added value per unit of raw material</b>	N/A	N/A	N/A	N/A

**Business plan – NB! Fields A28-A32 not compulsory to complete for project types 2 and 3**

As the business plan constitutes an essential part of the GUDP board’s assessment of the project’s growth potential, it is very important that the applicant provides as accurate a plan as possible. However, not all applicants may be able to present a highly detailed business plan.

The business plan should include information on the economic potential for project output in relation to growth, employment, export and value for the customer.

If GUDP approves the project, the project manager will be asked to – in connection with project progress reports – update the business plan continuously as results and increased knowledge of opportunities and barriers to commercialization are achieved.



### **A28. Project output (max. 1 page)**

The business plan focuses on a product, a model or knowledge that the project will generate and which is called output. Describe and define the output and indicate which project partner is responsible for which output. Indicate whether there is a plan to protect the project output with e.g. Patent, trademark or copyright and describe how this will be done.

If more partners are to have individual earning possibilities then individual business plans must be prepared for each commercialisable output. The number of companies making a profit on the product as well as their individual earnings must appear from the business plans. (If further business plans are required please find table D here: [www.gudp.dk](http://www.gudp.dk)).

### **A29. Market and customers (max. 1/2 pages)**

The following should appear from the description:

- Target customers for the project output
- Total market size
- Expected market size of the project output
- Is it possible to produce the project output in a scale that meets the market demand
- What is the market like 3-5 years from now?

### **A30. Business foundation (max. 1 page)**

Describe:

- The financial potential of the project output in relation to growth, employment, export and value to customers/users
- Own production or outsourcing

The indication of impact must be tangible and as precise and measurable as possible. In addition, the distribution of potential earnings and rights between the project participants must appear.

### **A31. Business model (max. 1/2 pages)**

Please inform:

- Where and how the turnover is generated
- Sales target, including related activities and the responsibility for achieving this
- Pricing, including issues that may influence price and demand
- How to upgrade the business model
- The producer's ability to meet the demand

### **A32. Risk analysis (max. 1/2 pages)**

Describe:

- The risks in relation to the development and realization of the project output as well as the initiatives taken to prevent these
- Competition to the project output, including turnover, expansion, strengths and weaknesses of competing output
- Market entry barriers to other producers able to deliver equal or even better output.

### **A33. Suggestions for external peer reviewers**

Suggestions for three to five internationally renowned experts, who can participate in an external evaluation of the scientific contents of the application, and who are impartial to the project application in question. The experts should preferably work abroad.

### **A34. Publication of personal data on the Internet**

Please notice that some the information provided may be published on the Internet; this also



appears from section F of the call " Procedure for the processing of applications ".

### **A35. Checklist to be consulted before you submit the application material**

- ✓ Main application form **A** – make sure that all fields have been completed.
- ✓ Main application form **A must** be signed by the project manager; individual company projects must be signed by the financial controller.
- ✓ Budget form and Gantt chart **B** – fill in a budget form for each type of activity (research, development, demonstration and network) to be applied for. Thus, a single applicant may have up to 3 budget forms.
- ✓ Participant forms **C** – fill in a participant form for each participant, including the main applicant/project manager. The form must be signed by the company's financial controller.
- ✓ Business plan form **D** – fill in additional forms, if a project has more than one business plan. The first business plan must appear from the main application form A.
- ✓ CV's for all relevant key persons (listed in field A19) should be attached as appendix; max. 1 page per key person and max. 2 pages for the project manager.
- ✓ Written collaboration agreements for network projects.
- ✓ Submit your application electronically to the GUDP secretariat – e-mail: [gudp@naturerhverv.dk](mailto:gudp@naturerhverv.dk) – indicate the project title in the subject field.  
Please attach the following 3 files to your e-mail together with the application – two PDF files each including the main application form, participant forms, CV's and collaboration agreements for network projects as well as an Excel file:
  - ✓ PDF-file (**non**-scanned version).
  - ✓ PDF-file (**must** be scanned and with all signatures).
  - ✓ Excel-file (**non**-scanned) including budget form and Gantt chart.



### 3. HOW TO FILL IN THE PARTICIPANT FORM

#### Form C: Participant form – GUDP projects

Fill in a participant form for each participating company/institution including the main applicant (company/institution acting as project manager).			
<b>C1. Project title: (max. 10 words) and acronym, if any</b>		Indicate the project title – it must correspond to the title indicated in the main application.	
<b>C2. Participant</b>		Name of institution/department/company/division.	
<b>C3. Municipality</b>		Municipality of domicile of the company/institution acting as main applicant.	
<b>C4. CVR-number</b>		Indicate the company's CVR number. Danish companies have an individual CVR number, which is an eight-digit identification number unique for the individual company. The CVR number is used as identification in relation to the authorities.	
<b>C5. P number</b>		Indicate the company's P number. In addition to the CVR number each company is also given a production unit number (P number) for each physical location from which the company runs its business. The P number is a 10-digit, unique number. A CVR number may comprise more P numbers.	
<b>C6. Address</b>		State the address. The address listed in this field must be identical with the address registered in The Central Business Register (CVR) in relation to the CVR and P numbers indicated.	
<b>C7. Name and title</b>		Name and title/position of the project responsible, whom the Danish AgriFish Agency may contact and his/her telephone number and e-mail to be used for corresponding purposes.	
<b>C8. Telephone and e-mail</b>			
<b>C9. Application amount</b>		Write the total amount applied for by the project partner. The amount must cover all activities (research, development and demonstration) the project partner participates in – up to three amounts if the partner participates in all three activity types.	
<b>C10. Starting date:</b>	Expected starting date for the project – <b>1 January 2016 at the earliest</b>	<b>C11. End date:</b>	Expected end date for the project (project period is max. 2 years).



**C12. Applicant's confirmation**

By his/her signature the financial controller hereby confirms the budget and – at the same time – approves that the company/institution participates in the project, cf. the information given.

Please note that some of the information provided may be published on the Internet; this also appears from item F of the call "Procedure for the processing of applications".

<b>Date:</b>	<b>Name of signer/stamp:</b>	<b>Signature:</b>
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Please enter the company's/institution's stamp or the name of the signer in capital letters. The participant form must be signed by the financial controller of the company/institution.

<b>C13. Type of activity</b>	Tick off the types of activity in which the participant is involved. Prepare a budget for each project participant. If the participant is involved in more types of activity please make a budget for each activity type, as the grant rates vary according to activity type and company size.
<b>C14. Company size</b>	State the company size. Please cf. item 4.B. How to fill in the individual budgetary items.
<b>C15. Collaboration agreements</b>	Only relevant for network project applications. Tick off if collaboration agreements for network participants are attached.

**C16. List of participants from the institution/the company**  
(CV's for key persons are attached to the main application)

<b>Name:</b>	<b>Title:</b>
<b>Name:</b>	<b>Title:</b>
<b>Name:</b>	<b>Title:</b>
<b>Name:</b>	<b>Title:</b>
<b>Name:</b>	<b>Title:</b>
<b>Name:</b>	<b>Title:</b>



## 4. HOW TO FILL IN THE BUDGET FORM

This guide provides a general elaboration of budgetary issues as well as a guide on how to fill in the individual fields in the budget form.

### A. General

It is a prerequisite that expenses are directly related to the project and that they are necessary for the accomplishment of the project. Further, it is a condition that expenses are defrayed during the approved project period and that this can be documented.

#### Allowable expenses eligible for grants

The following expenses are eligible for grants:

- Salary during the project period for persons participating in the project
- Expenses covering external assistance in case this creates added value to the project's sub activities<sup>3</sup>. Only in specific cases will research institutions receive grants for external assistance as they are expected to possess the highest expertise.
- Other activities
- Expenses for apparatus and other equipment that is necessary for the accomplishment of the project. However, as a rule the applicant is expected to finance and provide the necessary equipment. Thus, subsidies for apparatus and other equipment are only given to a limited degree and only according to specific reasons. Only development and demonstration projects may receive funding for apparatus and other equipment.
- Other direct costs that are necessary to accomplish the project.
- Indirect costs, including overheads, necessary to accomplish the project.

#### Expenses not eligible for grants

The following expenses are not eligible for grants:

- Covering of expenses for activities accomplished prior to project approval
- Company-specific process optimization (e.g. LEAN)
- Loss of working hours due to project participation as well as loss of production
- Education activities in general, PhD, competency development etc. Grants may be given to PhD salaries, but not to matriculation, courses etc.
- Patent expenses paid by companies other than small and medium-sized ones.
- Grants are not available for foreign research institutions and companies but they may be part of a project acting as external consultants in case the necessary expertise is not nationally available
- Preparation of the application, including collaboration agreements for networks

All expenses must be stated exclusive of VAT unless the applicant defrays the VAT himself and therefore has applied to cover the expenses.

#### Independent financing and other public co-financing

In the GUDP budget form independent financing solely includes private company financing of the company's own project expenses.

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<sup>3</sup> The following applies to all kinds of external assistance: External assistance ("subcontracting") is settled based on invoices paid for external consultancy and services necessary for the accomplishment of the project. As a rule, all services should be bought at market price. You must be able to document that – when acquiring the product – you have explored the market price for said service and thus will be able to account for the chosen purchase. If you buy the service from a supplier with whom the applicant is connected via his/her group or concern then the price should be settled as an internal cost (cost price). The applicant should pay specific attention to a correct settlement of the price in case of concern related trade as well as internal trade between the participants.



Public financing of eligible expenses as well as other public project grants will always be "other public co-financing". Thus, the financing of universities and other public institutions by their "own" funding as well as grants from agricultural funds will be "other public co-financing". As a rule project activities can only be co-funded by means of national public funds up to the current maximum percentage for the relevant activity and company type.

If the maximum subsidy percentage is e.g. 75 percent, and the applicant applies for 50 percent GUDP funding, it will mean that a maximum of 25 percent is eligible for funding by other national, public funds. The remaining 25 percent should be covered by independent funding or other non-public funds.

It may be stipulated as a condition for approval that other public funds are included in the project. In case the applicant applies for e.g. additional funding for the entire project it may be stipulated as a condition that the other grants are given.

### **Other supplementary public co-financing**

Development and research activities included in the categories mentioned (agricultural products) in Appendix 1 of the Treaty of Lisbon (cf. below) or enclosure 1 of the EU regulation no. 1379 on the joint market organization for fish and aquaculture produce may be eligible for other public funding of up to 100 percent of the eligible expenses.

In this case the total public funding may constitute 100 percent on the conditions that:

- the grant receiver is a research organization or a knowledge dissemination institution according to the definitions provided in the EU rules for government subsidies
- the activities are of general interest to the sector or sub sector in question
- information about the accomplishment of the activities as well as the objective and aim of same will be published on the internet prior to initiation. The information supplied must include an indication of the date of publication of the expected results and that they will be available free of charge
- the project results must be available on the internet for at least a 5-year period and they must not be published later than the information is made available to the members of a specific organization.

Appendix 1 of the Treaty of Lisbon deals with primary agricultural products, i.e. agricultural products prior to and including the first stage of processing. A project on wetlands may be included in enclosure 1 if one or more primary agricultural products are produced on these wetlands. Products comprised by enclosure 1 are found here (in Danish):

<http://eur-lex.europa.eu/legal-content/DA/TXT/PDF/?uri=CELEX:12012E/TXT&from=en>

Appendix 1 of the EU regulation no. 1379 on the joint market organization for fish and aquaculture produce is found here (in Danish):

<http://eur-lex.europa.eu/legal-content/DA/TXT/PDF/?uri=CELEX:32013R1379&from=DA>

### **News on collaboration agreements and economy for networks**

As a new initiative networks projects are no longer accomplished according to the EU de minimis regulations. This means that for network projects the main applicant/project manager will only have to prepare one total budget for all network project activities and costs. Project participants will no longer receive individual approvals and grants. The grants will be paid to the project manager only, and he/she will be responsible for the total economy of the network project. Instead, the project participants are under an obligation to commit themselves to the network and the accomplishment of network activities via collaboration agreements (including a solemn declaration) with the project manager. If a participant defrays network expenses, then this expense should be invoiced – at cost price – to the project manager, who will include





it in the settlement with GUDP. Network projects still receive subsidies to the amount of 50 percent.

- Collaboration agreement templates are found here (in Danish): [www.gudp.dk](http://www.gudp.dk).

### **B. Guide for filling in the budget form**

The budget form (form B) consists of three sheets about respectively:

- The total project budget
- Gantt-chart
- A list of deliverable types to be used when filling in the Gantt-chart.

Underneath is an explanation for the sheet "Total project budget". Guide for filling in the Gantt-chart can be found in the sheet "Gantt-chart". See also examples of how budget forms and Gantt charts are filled out on the GUDP website together with the application material.

#### **Total project budget**

This budget automatically sums up all the budget forms beneath as they are filled in. After filling in budgets for each project partner, the total budget will show how funding from GUDP, independent financing and other public funding will be split up. The amount in the column "Danish AgriFish Agency" (field B16) is the amount the project will apply funding for. This amount must be indicated in the main application form A in field A12: "Amount applied for".

#### **Specifically for network projects**

The fields activity type and size of enterprise are not to be filled in by applicants for network projects. Network projects must only fill in the total budget for the project and not budgets for each of the project partners.

#### **Participant budgets**

A budget must be prepared for each company/institution participating in the project. If the company/institution is involved in more types of activity (applied research, development and demonstration), a sub-budget for each type of activity must be prepared. This is due to the fact that subsidy rates vary according to type of activity and company size. The amount appearing from the column "Total - Danish AgriFish Agency" (column B) is the amount to be applied for. If the company/institution participates in more activities, then the amounts applied for should be added up and indicated in field C9 "Amount applied for" of the participant form. Sub-budgets must also be prepared for participants who do not apply for grants but solely contribute independent financing.

#### **Name of company**

Fill in the name of the company.

#### **Type of activity**

State type of activity: applied research, development or demonstration.

- **Applied research** includes activities concerning planned research and critical studies with the purpose of achieving increased knowledge and skills to be used in the development of new products, processes or technologies. The results of the accomplished activities may not be readily available for commercialization in a short-term perspective. **OR** activities demonstrating the impact of organic agriculture on common goods with the purpose of illustrating the societal importance of organic farming – either by illustrating how the organic contribution to society may be increased and/or by clarifying and verifying the impact on common goods from organic food production, including synergies between the various contributions.
- **Development** includes activities that contributes to the development of new or improved products, processes or technologies based on the acquisition and application of existing sci-



entific (and other relevant) knowledge and skills. Development activities may include commercially applicable prototypes. The results of the accomplished development activities are expected to be applied, and commercialized, in a short-term perspective. **OR** activities that may be relevant to the common goods, e.g. development of monitoring methods.

- **Demonstration** includes activities that demonstrate scientific or technical knowledge and the like which is not realized/sold on the market. The demonstration must not increase the product value or by any other means increase the potential earning for the person in charge of the demonstration or the items demonstrated. It is essential that demonstration activities are distinguished from marketing activities. **OR** activities the purpose of which is to disseminate knowledge about research in the impact of organic agriculture on common goods.

A detailed description of project types is provided in chapter 1.B under the heading "Project types".

### Company size

Company size is determined according to the following.

- **Small companies** are defined as companies with less than 50 employees and with an annual turnover and/or an annual balance sheet total of max. 10 million euros.
- **Medium-sized companies** are defined as companies with less than 250 employees and with an annual turnover of max. 50 million euros and/or an annual balance sheet total of max. 43 million euros.
- **Large companies** are defined as companies that are larger than the categories mentioned above.

For further information regarding the definitions of small and medium-sized companies we kindly refer to the user guide from the European Commission:

<http://ec.europa.eu/enterprise/policies/sme/facts-figures-analysis/sme-definition/>

### Subsidy rates

The maximum subsidy rate is determined on the basis of project type, activity type and company size.

GUDP provides subsidies to the individual project participants according to project type (single company project or collaboration project) as well as activity and company types.

For research, development and demonstration projects as well as network projects the maximum subsidy rates apply (cf. table 1), and – as a rule – they constitute the total maximum public financial support. In addition, other supplementary public financing of the project is allowed; up to 100 percent of the project expenses eligible for subsidies if they meet the conditions stipulated in chapter 4 under the item "Other supplementary public co-financing". The maximum GUDP rates are stated in the form below; the board will always have the right to provide a lower rate following an actual evaluation.



Company type	Research and knowledge dissemination organizations	Small companies		Medium-sized companies		Large companies**	
		Individual	Collaboration*	Individual	Collaboration*	Individual	Collaboration*
<b>Project type</b>							
<b>Activity type</b>							
<b>Applied research</b>	100 pct.	70 pct.	80 pct.	60 pct.	75 pct.	50 pct.	65 pct.
<b>Development</b>	100 pct.	45 pct.	60 pct.	35 pct.	50 pct.	25 pct.	40 pct.
<b>Demonstration</b>	70 pct.	70 pct.	70 pct.	70 pct.	70 pct.	70 pct.	70 pct.
<b>Network</b>							
	50 pct.		50 pct.		50 pct.		50 pct.

Table 1: Max. subsidy rates for GUDP projects.

\* In connection with collaboration projects no individual company must account for more than 70 pct. of the total project budget.

\*\* Regarding large companies the collaboration project must include a small company or a research institution. If a research institution and a large company enter into a collaboration project then the research institution should have at least 10 per cent of the total project budget. Project results must be widely disseminated via conferences, publications, open access archives, free software or open source software.

The same subsidy rate is given to all project expenses; i.e. no differentiated subsidies for individual expenses – with the exception of external assistance, however (see the next paragraph). In other words, proportionality is required for individual expenses (see an example below). Proportionality is required as no individual expense should be given more than the maximum subsidy rate.

Proportionality is not required for external assistance expenses.



Company name:	UDVIK APS		Company size:	Small
Activity type:	Development		Grant percentage applied for	60%
	Danish AgriFish Agency	Independent financing	Other public funding	Total
Scientific staff				0
Administrative staff	60.000	40.000		100.000
External assistance	24.000	16.000		40.000
Other activities	36.000	24.000		60.000
Apparatus/equipm	18.000	12.000		30.000
Scrap value	7.200	4.800		12.000
Income, if any				0
Andet	12.000	8.000		20.000
<b>Total excl. OH</b>	<b>142.800</b>	<b>95.200</b>	<b>0</b>	<b>238.000</b>
OH				0
<b>Total</b>	<b>142.800</b>	<b>95.200</b>	<b>0</b>	<b>238.000</b>
			Calculated grant percentage	60,0

## The individual budget headings

### Salary for scientific and administrative staff

Payroll costs are divided into scientific staff (VIP), technical administrative or other staff (TAP) participating in the project. Staff salary is in accordance with collective agreements for comparable state employees. Grants are given to cover the employee's actual, hourly pay and social contributions. Social contributions include sickness benefit and parental pay, holiday allowance and other social obligations.

Universities and other public institutions under the obligation to follow the regulations for subsidized research, as laid out in the budget guide from the Ministry of Finance, should settle payroll costs as actual wage costs.

Companies and private research institutions, such as e.g. GTS institutes, should budget actual salary costs (i.e. exclusive of overheads/general costs).

When estimating time consumption a standard of 1,648 working hours per year should be applied.

Salary expenses for company owners who are not actually employed by the company may be included and paid at an hourly rate approved by GUDP – typically 150-350 DKK/hour. If salary for company owners is included in the project this must be specified in the relevant field including hourly wage rate and number of hours.



<b>External assistance</b>	<p>Expenses for e.g. external analyses, external consultancy services, including expert advice to which the institution/company acquires the full right of exploitation. Application for funding of <i>external assistance</i> should be substantiated by means of an explanation describing in detail the contents, hourly wage rate etc. State the explanation in the specification field in the budget form (form B).</p> <p>GUDP does not provide overhead costs for external assistance. Only in specific cases will research institutions receive grants for external assistance as they are expected to possess the highest expertise.</p> <p>Please cf. the explanatory footnote in relation to the item "Expenses for external assistance" in section 4.A.</p>
<b>Other activities</b>	<p>Other activities include operating costs necessary to the accomplishment of the project, including expenses for materials, meetings and travels etc. Subsidies are not given to e.g. unspecified laboratory operation, as this is supposed to be included in the overhead costs. State your explanation in the specification field in the budget form (form B).</p>
<b>Apparatus/equipment</b>	<p>As a rule the applicant is supposed to acquire the necessary apparatus/equipment and make sure that it is available for the project. If this proves impossible a decision will be made regarding the provision of the apparatus applied for. An application for funding of apparatus/equipment must be substantiated by means of an explanation describing the apparatus or equipment that will be purchased for the project. State the work packages in which the apparatus is used. Use the specification field in the budget form (form B).</p> <p>If the apparatus/equipment still has a certain value after the project period then the grant will be reduced accordingly. Cf. the following paragraph on calculation of the scrap value.</p>
<b>Scrap value</b>	<p>The value of the purchased apparatus/equipment at the end of the project after amortization. Apparatus/equipment that is not depreciated at the end of the project might be sold at a certain value. This value will be deducted from the grant as the project is not supposed to profit from selling apparatus/equipment provided in support of the project. Thus, the budget must include a deduction of the depreciated value of the purchased apparatus/equipment applied for. This value is automatically deducted and is indicated in red figures in the budget form. Usually, the depreciated value - <u>determined by GUDP</u> - is calculated as a certain percentage of the expenditure (purchase price) according to the regulations of the Act on Depreciation Allowance. If a project has duration of 2 years and 4 months then the depreciation value is calculated to 3 years. Please indicate the calculation of scrap value in the specification field in the budget form (form B).</p>



	<b>Linear depreciation allowance – 5 years</b>	<b>Declining balance depreciation</b>	<b>Linear depreciation allowance – 3 years (used for IT equipment)</b>
	Percent of price as new	Percent of price as new	Percent of price as new
<b>Purchase value</b>	100	100	100
<b>Value year 1</b>	80	75	66
<b>Value year 2</b>	60	56,3	33
<b>Value year 3</b>	40	42,2	0
<b>Value year 4</b>	20	31,6	0
<b>Value year 5</b>	0	23,7	0

<b>Income</b>	Income from sale of test products, prototypes etc. where material consumption is included in the project costs. This amount is automatically deducted and will appear in red figures in the budget form. Please provide an elaboration of the income in the specification field in the budget form (form B).
<b>Other</b>	Indicate other expenses expected in relation to the accomplishment of the project. This entry also includes communication expenses. An application for funding of <i>Other</i> must be accompanied by a detailed description of the contents. Please provide an elaboration in the specification field of the budget form (form B).
<b>OH (overheads) – contribution to joint expenses</b>	<p>Overheads are granted to cover indirect costs in connection with project accomplishment. Costs that do not directly fall within the actual project. These may include joint expenses for rent, premises, administration etc. Grants are provided for overheads/administration contribution.</p> <p>GUDP provides differentiated overheads/administration contribution according to the legal status of the participating institutions:</p> <p>Research institutions, including Danish universities comprised by the regulations on subsidized research as stipulated in the budget guide from the Ministry of Finance (including the authority to perform subsidized research) will receive a grant rate of 44 percent for overheads.</p> <p>Knowledge institutions are also given an overhead grant of 44 percent of their own contribution to the project listed under "other public financing".</p> <p>Other applicants must be able to document indirect costs, including overheads/joint expenses. Overheads/joint expenses are calculated as a percentage rate in relation to the wage cost to be defrayed by the applicant and may constitute max. 30 percent. In connection with the grant the calculated percentage rate must be documented based on entries in the grant receiver's accounts.</p>



## How to fill in the Gantt chart

The applicant is free to use another format/layout than the Gantt chart provided as a part of the application material. However, the following mandatory information must be included:

- Involved project participants for each work package
- Total number of hours for each work package
- Total budget for each work package
- Total budget
- Milestones for each work package. **When indicating milestones and/or other relevant dates the deliverable type should be stated, cf. the list of abbreviations "List of deliverable types" on the following page.**

Accordance between the type of activity and the type of deliverable is necessary, as the types of deliverable are connected to the project type. If the applicant has not applied for a project that includes research then the types of deliverables included in "applied research" cannot be used.

### Definition:

Activity type F/U/D:

F – **applied research** – includes activities concerning planned research and critical studies with the purpose of achieving increased knowledge and skills to be used in the development of new products, processes or technologies. The results of the accomplished activities may not be readily available for commercialization in a short-term perspective. **OR** activities demonstrating the impact of organic agriculture on common goods with the purpose of illustrating the societal importance of organic farming – either by illustrating how the organic contribution to society may be increased and/or by clarifying and verifying the impact on common goods from organic food production, including synergies between the various contributions.

U – **development** - includes activities that contributes to the development of new or improved products, processes or technologies based on the acquisition and application of existing scientific (and other relevant) knowledge and skills. Development activities may include commercially applicable prototypes. The results of the accomplished development activities are expected to be applied, and commercialized, in a short-term perspective. **OR** activities that may be relevant to the common goods, e.g. development of monitoring methods.

D – **demonstration** – includes activities the primary purpose of which is to disseminate scientific knowledge and practice in relation to the implementation/application of e.g. results from research and/or development activities concerning new products, processes or technologies within the areas of food, agriculture, fisheries and aquaculture. This activity should not increase the value of the demonstrated object. **OR** activities the purpose of which is to disseminate knowledge about research in the impact of organic agriculture on common goods.

Number of hours: state the total number of hours for each work package. It is not necessary to state the total number of hours for each sub element in the work package.

WP budget: state the total budget for each work package. It is not necessary to state the total budget each sub element in the work package.



## List of deliverable types

List of deliverable types to be used when filling in the Gantt chart for research, development and demonstration projects	
<b>APPLIED RESEARCH</b>	
<b>Scientific production</b>	
International journal (peer reviewed)	FV1
Danish journal	FV2
Proceedings and working papers	FV3
Research report	FV4
Conference presentation	FV5
<b>Commercialization and application</b>	
Patents - News study - Submission of application - Approval of patent - Agreement on commercial application	FK1
Strategic method development and authority procedure	FK2
Other type of commercialization	FK3
<b>Software programs</b>	
Internal application	FS1
External application	FS2
<b>Communication and dissemination</b>	
Major reports and analyses, more than 50 pages	FF1
Minor reports/briefs	FF2
Articles in subject specific magazines and newspapers	FF3
Theme issues in relation to the project	FF4
Theme meetings/Workshops/Meetings/Open farm arrangements	FF5
<b>DEVELOPMENT</b>	
<b>New products, processes etc.</b>	
New or significantly improved product	UP1
New or significantly improved production process	UP2
New concepts etc.	UP3
Prototypes	UP4
Pilot plant	UP5





<b>Commercialization and application</b>	
Patents - News study - Submission of application - Approval of patent - Agreement on commercial application	UK1
Trademark protection	UK2
Certification/test (not a legal requirement)	UK3
Other kind of commercialization, including changes in technical standards, changes in advisory standards etc.	UK4
<b>Software programs</b>	
Internal application	US1
External application	US2
<b>Communication and dissemination</b>	
Major reports and analyses, more than 50 pages	UF1
Minor reports/briefs	UF2
Technical manuals, fact sheets etc.	UF3
Articles in subject specific magazines and newspapers	UF4
Theme meetings/Workshops/Meetings/Open farm arrangements	UF5
<b>DEMONSTRATION</b>	
<b>Communication and dissemination</b>	
Practical experiments	DF1
Technical manuals, fact sheets etc.	DF2
Articles in subject specific magazines and newspapers	DF3
Theme meetings/workshops/open farm arrangements	DF4

<b>List of deliverable types to be used when filling in the Gantt chart for network projects</b>	
Potential development work – elaborated	UN1
Analyses, reports, strategies prepared	UN2
Minor reports/ briefs prepared	UN3
Features, newspaper interviews, debates in articles	UN4
Articles in subject specific magazines and newspapers	UN5
Newsletter	UN6
Theme meetings/workshops/meetings	UN7
Websites for the network/partnership	UN8
Other (to be described individually)	UN9



## **Appendix 1: Focus area within the impact of organic agriculture on common goods**

This appendix describes the specific efforts in relation to the impact of organic agriculture on common goods; cf. the GUDP call of applications.

Up to 35 percent of the total grant sum of 12.4 million DKK will be available for projects with this particular focus in relation to the Organic RDD 2.2 call.

### **Background for the specific focus area**

There is an increasing need to make sustainability a central element of the development of society – locally and nationally as well as in a global perspective. Increased knowledge of the impact of human activities on climate and nature – our ecosystems – as well as the expected, or already existing, costs which are closely connected to future changes and degradation of the climate and the ecosystems all contribute to an increasing need for knowledge about the value of the services on which the society depends and/or the degradation of which may influence societal expenditure, e.g. in relation to public health or agricultural production (pollination, soil fertility, water balance etc.).

Common goods are goods in relation to which one user of the “good” does not limit another person’s possibility to use it and actually, it is not possible for anyone to prevent others from using the “commodity”. A good example is street lighting, but improved environment and a low resistance to antibiotics are also common goods. Many users want the goods but they may not be ready to pay extra for e.g. organic products. The producer is not able to prevent those users who will not pay extra from benefitting from common goods, and thus there is a risk that his costs will not be covered. In order to avoid that an insufficient amount of common goods is produced the public sector ensures that these are delivered and funds it via taxes. Organic agriculture is an efficient means to deliver a number of public goods at once. If organic agriculture did not exist then the public sector would have to ensure e.g. an improved environment in another way.

One of the major aims of organic agriculture is to develop agricultural methods that take nature, biodiversity, environment, animal health etc. into consideration and that, ideally, apply principles such as ecology, health, justice and care<sup>4</sup>. There is a need to identify the ways in which organic production contributes to societal development and common goods, which specific advantages should be encouraged in relation to consumer information and regulation of agricultural production, and which research initiatives might contribute to an improved decision basis for producers, consumers and public decision-making in general. This should lead to an increased understanding of the opportunities of targeting the development of organic management systems in relation to specific needs to contribute to common goods.

Organic agriculture has a significant impact on nature, biodiversity, improved environment, clean drinking water, climate, animal welfare, and maybe public health and a number of other common goods that are not “rewarded” through product prices but which contribute to the common goods and are highly applicable for a more strategic use by the authorities in order to achieve several political cross-sector goals.

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<sup>4</sup> Organic principles <http://www.ifoam.bio/en/organic-landmarks/principles-organic-agriculture>



In 2014 the Danish Ministry of Food, Agriculture and Fisheries compiled an evaluation of the Danish efforts within organic agriculture, known as the Operate<sup>5</sup> report. This report comprises e.g. the following recommendations and proposed actions:

Recommendation 3 – Denmark should incorporate organic agriculture as an instrument in order to achieve relevant societal goals.

- Organic agriculture in itself does not solve one problem completely, but it contributes to the solution of many problems. Therefore, organic agriculture should be closely linked to the broader future political goals for Denmark, not just as a part of food production.
- In order to strengthen organic agriculture a clear vision is needed of the future Danish plans for the areas as well as an explicit statement of the intended role of organic agriculture within the areas of nature management, energy supply, biodiversity responsibilities, food production etc.
- A clear vision for organic agriculture also includes a far more specific and tangible use of organic agriculture as an instrument in relevant sector policies.

Proposed action 9 – Denmark should have an organic action plan that is cross-jurisdictional

- Organic agriculture should be systematically incorporated in the protection of ground water; nature management etc. and the potential of organic agriculture should be considered in the broadest possible sense.
- There should be a significant openness to incorporate organic workplaces into the inclusive labour market as it is easier for socially integrated farms to offer jobs to people who are unable to find a job on normal work conditions.
- Organic farms may act as an instrument within a particular plan area such as e.g. ground water extraction areas and areas close to the city where pesticides are not used.

Recommendation 4 – Denmark should strive to ensure that agricultural subsidies are based on an evaluation of the production's usefulness to society.

- Organic agriculture is more than a production form – it is a contribution to the solution of a series of societal challenges, including protection of drinking water, nature management, biodiversity preservation and much more. However, this fact is not reflected in the present subsidies for organic farming.
- It is not politically decided, how much of the farming subsidies should be targeted organic farming, and the subsidies are calculated based on increased costs and reduced profits, not the usefulness to society.
- Thus there is a big potential to stimulate a broader greening of agriculture and motivate more farmers by awarding subsidies based on the contributions to drinking water protection, nature management, environmental protection, biodiversity preservation etc.

Recommendation 6 - Denmark should ensure that the organic primary sector has sufficient access to nutrients.

- The lack of access to nutrients is a fundamental challenge for organic agriculture. Without access to nutrients it is difficult for organic agriculture to develop, much less to achieve the targeted area; and organic plant production in particular (fields, gardeners and fruit growers) will be strengthened in respect to both acreage and yield if they have better access to nutrients.
- Today the nutrients end up with the organic food in cities or are exported, but there is a need to get them back to the Danish fields. Recycling of e.g. food waste and other sources of nutrients through composting and plant based biogas production do not seem

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<sup>5</sup> Operate A/S (2014): Evaluering og udvikling af den danske økologiindsats – Den økologiske vej mod 2020. Fundet 24.10.2014. på

[http://fvm.dk/fileadmin/user\\_upload/FVM.dk/Dokumenter/Landbrug/Indsatser/Oekologi/Den\\_økologiske\\_vej\\_mod\\_2020.pdf](http://fvm.dk/fileadmin/user_upload/FVM.dk/Dokumenter/Landbrug/Indsatser/Oekologi/Den_økologiske_vej_mod_2020.pdf)



right around the corner, so there is a need to explore different instruments which can promote the development of recycling of nutrients in Denmark.

- The EU-proposal about 100 % organic is not necessarily compatible with the development in organic agriculture that is a political goal, since it limits the possibilities to use alternative nutrient sources in organic farming widely, e.g. household waste.

The fact that it can be difficult to get sufficient focus on the benefits, organic production can contribute with, can among other things be caused by the fact, that each public regulation only assesses one effect at a time, e.g. no pesticide use, reduced nitrate leaching etc. Looking at each effect, organic agriculture may contribute with only a small improvement, while at others it may contribute with a marked improvement. This is why organic agriculture may be underrated as an instrument. But if you look at all the effects of organic agriculture at one time, it may be very relevant to use it as an instrument to reach an overall improvement of nature, environment etc. This will demand some other prerequisites, such as a geographic overlap between the need for the complementary effects (e.g. ground water and biodiversity).

Meanwhile organic agriculture can also have effects in other areas. For example the much reduced use of antibiotics in organic livestock production can contribute to reducing the development of antibiotic resistance, and it can be an example for conventional producers how the use can be reduced. While there is a maximum level of pesticide residues for each pesticide, which is seldom exceeded in Danish conventional products, there is an incipient worry whether the effects of the combination of pesticide residues, even though each of them are under the allowed level, could cause health problems in humans. Here organic agriculture is a pesticide free alternative, which may in the long run contribute to reducing the societal expenses to the health system.

It would contribute to the benefits for society if organic agriculture will be a part of recycling from society and in this way show the way to increased attention to the quality of what is re-circulated and in the long run create larger responsibility in society.

The farmers' contribution to the common goods are partly rewarded through environmental subsidies which are paid through the rural district programme as a compensation for loss of income or increased costs for special environmentally friendly management systems, possibly on special areas. This principle could be augmented in the future, partly as an implementation of the recommendations of the Danish Nature and Agriculture Commission.

### **The objective of the special focus area**

The objective of the special focus area is to increase knowledge that can make a better basis for decision about using organic agriculture as a societal tool, either by illustrating how the organic contribution to society may be increased and/or by clarifying and verifying the impact on common goods from organic food production, including synergies between the various contributions. The effort should through research and development contribute to strengthening the societal effects and document them further. The effort should uncover where organic agriculture has impact on common goods and what it takes for organic management types to be better at delivering specific common goods and describe what it takes to utilize in synergy the multifactorial contributions to common goods.

It is expected that organic production can get wider distribution in Denmark, partly by getting a better knowledge basis for the usefulness experienced by society and consumers, and partly by optimising the physical and economical direct and indirect effects of organic agriculture on nature, environment, health etc. so that the impact of organic agriculture on the common goods can be utilized as a strategic instrument.



**The content of the special focus area**

Grants can be given to projects about the impact of organic agriculture on common goods.

The scientific/strategic basis for projects with focus on the impact of organic agriculture on common goods will be the report "Knowledge synthesis on the impact of organic agriculture on common goods", which is under preparation (in Danish). Main points and conclusions will be presented at a conference at Christiansborg 22<sup>nd</sup> April, 2015, while the final report will not be published until August 2015. Read more about the knowledge synthesis at <http://icrofs.dk/publikationer/vidensynteser/> (in Danish).