

28-30 JUNE

# EDF CONGRESS 2022

CORK, IRELAND

## Sustainable Dairying The Irish Story



*‘Researching sustainable agriculture & driving innovation in the agriculture and food sector’*

*‘Advising farmers to combine innovation with prudent business management’*

*‘Educating our future farmers to become lifelong innovators’*

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Dear EDF Members, Partners and Friends,

“Cead Mile Failte”. One hundred thousand welcomes to Ireland and Cork for the 30th EDF Annual Congress.

The 50% expansion in Irish milk production post quotas has raised eyebrows in the Dairy Industry across the World. Overcoming the many challenges this rapid growth brings for Farmers and Processors makes an interesting story.

You will have the opportunity to see four EDF farms in Cork that have expanded using different business models. Is their level of expansion sustainable? Study the farm figures, ask the difficult questions, then make your own minds up. We hope you can take ideas and get new in-sights to inform your own farm strategies.

Enjoy the beautiful Irish countryside, meet old friends and make new ones in a Congress packed with top speakers, interesting farms and workshops with good food, music and fun thrown in.

*Tom Dunne, EDF IE Chairman*



# SUSTAINABLE DAIRYING THE IRISH STORY PROGRAM OVERVIEW

16.15

## Low-Cost Milk from Grazed Grass - Irish EDF Farmers Cost of Production Figures

chaired by Patrick Kelly, Irish Farmer

## Highly Profitable Irish Grazing: What are the CoP results and success factors of Irish EDF farmers?

Steffi Wille-Sonk, EDF

## Moderate Yielding Cows that Only Eat Grass: Societal demands met!? Or are there future challenges?

Steffi Wille-Sonk, EDF, Conor O'Leary and Tony O'Regan,  
EDF farmers Ireland

## Latest Results from the EDF International Milk Price Comparison, Aleksandrs Kalamashnikovs, EDF

### Discussion

## Becoming aware of your Mental Health,

David Kerr, Irish EDF farmer, Harold Kingston, Irish farmer &  
Irish Farmers Association, Jonathon O'Dwyer,  
young Irish farmer

## Nature on Your Farm – Farm Practices to Increase the Nature on the Farm. Donal Sheehan, Irish farmer

### Discussion

Chaired by Katherine O'Leary, Columnist with Irish  
Country Living & Dairy farmer

## 'The Taste of Cork' - Welcome Dinner at Rochestown Park Hotel

TUESDAY, 28 JUNE 2022

11.00

### Registration starts

12.00

### Networking Lunch

13.45

**Welcome Address**, Neil Dyson, EDF President,  
Tom Dunne, President EDF Ireland

**Welcome Address**, Colm Markey, European Parliament

14.00

### Panel Discussion – Irish Dairy Sector in Detail

chaired by Matt Dempsey

#### What has Happened on Dairy Farms since 2015 – Are Irish Farmers Going in the Right Direction?

17.30

Dr. Laurence Shalloo, Head of the Teagasc Animal &  
Grassland Research and Innovation Programme

#### Irish Milk Production has Increased over 50 % since 2015,

John Jordan, CEO Ornua

18.00

#### Irish Dairy Exports in a Global Market Place,

David Kennedy, Head of Dairy at Bord Bia

#### Dairygold and their Future Plans for Milk Processing,

Conor Galvin, CEO Dairygold

### Discussion

19.00

15.30

### Coffee Break

## WEDNESDAY, 29 JUNE 2022

- 8.00** **Cost Effective Milk Production across Europe – Were we able to compensate for high prices and increasing production requirements?** Latest EDF Cost of Production results, Steffi Wille-Sonk, EDF
- 8.25** **What Road Will You Take into the Future? Future Strategies for a Successful Farm Business.** Interactive Q&A session of results from EDF Question of the Month. Steffi Wille-Sonk, Susanne Bååth-Jacobsson, Richard Simpson, EDF STAR.  
  
Chaired by Jan Halewyck, Boerenbond & EDF STAR-President
- 8.45** **Workshop Sessions:** choose from a variety of workshops, more information can be found on pages **12 - 15**
- 9.45** **Coffee Break**
- 10.15 **Workshop Sessions:** choose from a variety of workshops, more information can be found on pages **12 - 15**
- 11.00 **Farm Visit.** Every participant will visit two farms. Farm introductions can be found on pages **8 - 11**
- 18.00** **Field Evening & BBQ at Dunne Farm**

## THURSDAY, 30 JUNE 2022

- 8.00 **EDF General Assembly** (EDF members only)
- 8.45 **Have EU Dairy Consumer Trends Changed?**  
Zoë Kanvanagh, CEO National Dairy Council
- Dairy Production in Harmony with Society**, Brian Rushe  
Irish farmer and Deputy President with Irish Farmer Association
- Motivating Dairy Farmers for the Future**, Prof. Paddy Wall,  
Professor of Public Health in University College Dublin
- Where to now with GHG's?** Prof. Frank Mitloehner  
Air Quality Extension Specialist in the agricultural area,  
University of California, Davis
- Chaired by Susanne Bååth Jacobsson,  
Växa Sverige and EDF STAR
- 10.30** **Farm Visit.** Every participant will visit two farms. Farm introductions can be found on pages **8 - 11**
- 19.00** **Gala Dinner at Rochestown Park Hotel**

### COOLNASOON FARM

The farm has been family owned for many generations. Currently, Michael Murphy, his wife Geraldine and son Jerry run the farm. All development since 2007 has been in anticipation of the expansion after the end of the milk quota. A period of strong growth is therefore behind them. Today over 400 Cross-bred cows are milked on three platforms up to 12 km apart. The cows graze for about 280 days and are fed grass silage during the winter dry season. The Murphy's aim to build a profitable dairy farm with a spring calving herd based on maximizing grass production and its efficient conversion into milk by the cows. The good teamwork of the three family members with different skills and experiences is of crucial importance for the business.



### CLONNOE FARM

The farm is owned by the Fitzgerald family. Shane Fitzgerald took over the management in 2008. His parents had set up the farm in 1974. Today, over 450 cows are milked on one site. Shane has greatly expanded the herd over the past few years and renewed most of the production facilities. Now his focus is on consolidating the farm. Everything is aimed at maximising the production of grass on the fields around the farm and its conversion into milk by the spring-calving dairy herd. A very compact calving based on fertile cross-bred cows is essential for this. Shane pays special attention to the rearing of his young stock. In the future, he would like to be proactive when it comes to the future environmental challenges that face his farm. He would also like to have a long term farm manager to run day to day operations.



### LISDUFF FARMS

The farm is owned by John O'Sullivan and his family. It was bought by John's ancestors in 1953 and has undergone a strong expansion in the last 10 years. Today 470 cows (Holstein-Friesian) are milked at two different sites. There has been significant investment in new fa-

Cilian, Shane and Adam Fitzgerald



Lisduff Farm

cilities, equipment, buildings and land in recent years. Unlike other farms in the region, the farm produces milk all year round. As much as possible, milk is produced from grazed grass and where weather conditions do not allow this (Winter Time), cows are housed and fed a TMR diet. The goal is to maximise milk solids per cow from the platform while keeping costs at a reasonable level. A strong focus is on breeding. Animal sales contribute significantly to the income.

### TEAGASC, ANIMAL & GRASSLAND RESEARCH AND INNOVATION CENTRE

Moorepark Animal & Grassland Research and Innovation Centre has played a pivotal role in the development of the Irish dairy industry. Since its establishment by the Irish Government in 1959, Moorepark has evolved to become the focal point of research on milk production in Ireland. As the National Dairy Research Centre, Moorepark is responsible for all aspects of dairy production research. Objectives include; To increase the profitability and competitiveness of Irish livestock production. Increase the environmental sustainability of Irish livestock systems in terms of nutrient use efficiency and greenhouse gas emissions. Enhance the quality and safety of Irish meat and dairy products. Assist in the delivery of new technology to key stakeholders. To become a leading international science authority on technologies for pasture-based animal production.



Tom and Mike Dunne

### DUNNE FARM

The Dunne farm is a partnership of Tom Dunne and his brother Michael. The farm has been purchased in 1875 by the Dunne family. Tom's son Michael has entered the business recently. So, the fifth generation is now working on the farm. The farm has doubled in size in the last 10 years. Large investments have been made in buildings and milking equipment, sufficient for 500 cows. The farm is set up for good labour efficiency. The Dunne's run a Spring-calving herd of currently 420 cows on a 140 ha grazing platform. The goal is to produce high milk solids per hectare at the lowest cost possible. In the medium-term the organization of farm transfer to the next generation – while the size of the farm is doubled – will keep the Dunne's busy.

# CoP Insight by EDF STAR

CoP Insight are workshop sessions of 45 minutes each on the EDF Cost of Production Comparison. Participants will learn **how well they perform** in relation to the specific area of dairy farming that is the subject of the session and **what challenges are involved in achieving good performance in this regard**. At the same time, general problems of dairy farm economics that we encounter when evaluating the global CoP data are highlighted. These workshops will give farmers food for thought on a broader basis. Only for farmers who have joined the EDF CoP comparison.

## 1. Animal health and welfare are crucial for economic results and consumer acceptance. How do you perform?

Henna Mero, Birthe Lassen and Aline Lehen

We take a closer look at: life-time yield, culling rate, calf loss, costs of vet services and medicine. Final Q: How satisfied are you with the situation on your farm and where do you still see potential: care, facilities?

For all EDF farmers with CoP figures and data for the respective CoP indicators. If missing, these must be submitted before the Congress.

## 2. Grazed or un-grazed: Grass is the most valuable forage base. What result do you get from your grassland?

Richard Simpson, Josias Meili and Jelmer Sietzemar

We take a closer look at: share of grassland, grass yield, stocking rates, land productivity, milk yield. Final Q: How can you make more of your grassland and which further innovations can improve productivity or deliver other income?

For all EDF farmers with CoP figures and data for the respective CoP indicators. If missing, these must be submitted before the Congress.

## 3. Costs under control thanks to constant intensification. How intensively do you produce with what success?

Susanne Baath Jacobsson, Jan Halewyck and Philippe Mathieu

We take a closer look at current figures and the development of your farm: production per cow, milk solids, total costs. Final Q: What potential do you have for further intensification and what are the levers: breeding, feeding, care?

For all EDF farmers with CoP figures.

## 4. Keeping fixed costs under control is a challenge for many: How effectively do you use work force and equipment?

Jens Toksvig Bjerre, Thorkild Moos and Roman Bezus

We take a closer look at: productivity of labour and capital, labour prices, production per cow, total costs. Final Q: How can the work on your farm be done even more efficiently or has the potential been exhausted?

For all EDF farmers with CoP figures. The size of the farms could be considered when dividing the participants between the 2 planned sessions.

## 5. Cost-efficient feeding is crucial but not easy to do. What are your feed purchase costs?

Cristian Rota, Jason McFerran and Pablo Carro Mosquera

We take a closer look at: costs of purchased feed, concentrate intake, milk yield, land use, total costs. Final Q: How can you use (external and particularly cost-driving) feeds more efficiently: types, rations, presentation?

For all EDF farmers with CoP figures. The farms' feed base (grassland-dominated, arable land-dominated, almost landless) could be considered when dividing the participants between the 2 sessions. The current rations could be requested from the participants in advance if there is a need for this extra information.

## 6. Adding value to the production is the trend. What do you add and what do you get?

Steffi Wille-Sonk, Margita Stefanikova and Jiri Mach

We take a closer look at: total costs and cost items, Break Even, milk price, subsidies, non-milk returns. Final Q: In your opinion, is the programme you are participating in worthwhile and why?

Only for EDF farms with CoP figures which are participating in special production programmes (welfare, sustainability, product specialities) of their processor or public programmes (e.g. welfare, organic, nature protection and similar) and willing to briefly exchange information with Steffi in advance of the congress.

# TECHNICAL WORKSHOPS

**7. How can you make the farm team work better?** Paul Harris, Real Success Research shows that the primary reason people leave your business is not due to poor working conditions, pay or prospects, but quite simply, the way they have been spoken to by colleague or the business owners. In this interactive and engaging workshop, Paul Harris from Real Success Ltd will explain why your team doesn't listen to you, misunderstands what you say and reacts in a way you weren't expecting. You'll also discover how simple it can be to flex your communication style to reach each member of staff so that productivity improves, profits increase and staff turnover is reduced.

**8. Reducing stress levels on your farm.** Claire Dunne, Counselling Psychologist

It is clear that we live in a world of stress. It is all around us and difficult to avoid. A lot of issues add to our stress levels which include, working long hours, low profitability, high debt levels, new legalisation or low milk prices. In this workshop you will be given tips on how to identify people who are suffering from stress and simple measures to reduce it. For farmers to survive and live enjoyable lives it is important that stress is minimised.

**9. Can We Improve Nature on Our Farms?** Daire O'Huallachain, Teagasc

Consumers are becoming more and more informed of where their dairy products are coming from. Over the last few decades farmers were rewarded for intensification of their farm business. In some cases, the landscape of the farm changed to make it easier for farmers to apply fertiliser and harvest forage and crops. In Europe there has been a huge change and governments are now requesting farmers to reduce their greenhouse gas emissions, carbon footprint, fertiliser and herbicide usage and increase nature and biodiversity on their farms. In this workshop you will be shown how to increase nature on your farm with some simple steps.

**10. Understanding What is Under our Feet – Grass.** John Maher, Teagasc Grass can be grown right across Europe and it relatively less expensive when compared with other forages. Due to climatic conditions Ireland has the advantage of growing very large volumes of grass. In this workshop you will get an insight on how the grass plant grows, when it is the best stage to graze it at

and how it should be fertilised. You will also be shown the latest world class grassland management tools and decision support applications. After taking part in this workshop you will be able to manage your grass better.

**11. How Innovations Drive Sustainability by Increasing Efficiency at Farm Level.** Carl-Oskar Paulrud, Dairy Development Director at DeLaval

During the workshop we will cover the following topics: At a glance how DeLaval globally approaches sustainable dairy farming. Physiology of Lactation - Basics of milk extraction explained on an easy way. How innovation can increase efficiency and sustainability: DeLaval Flow-Responsive™ Milking as one example. Followed by a Q&A session.

**12. Uncovering Geno's Future Ambitions for Sustainable Breeding.** Håvard Tajet, Chief Technology and Innovation Officer, Geno SA

Geno and its Norwegian Red dairy cattle breed have been long on their way to pushing sustainable dairying and green commitments to tackle the climate issues. Geno's green ambitions include lowering methane emission, feed efficiency, and improving genetics via genomic testing to produce healthier and more sustainable dairy cattle breeds for global use. Join the discussion to unlock some of the hot topics related to Geno's green ambitions within the global breeding practice, and how the company has given its attention specifically to improving the genetic gain for the Norwegian Red population to help global dairy farmers increase their profitability.

**13. How to lower milks carbon footprint and increase farm profitability.** Neil Keane Commercial Director, Alltech and Bernard Stack, InTouch Nutritionist

This breakout session will explore how a deeper understanding of milks carbon footprint can inform farmer decision making in reducing waste at farm level.

**14. How to Improve the Diet Efficiency by Homegrown Forages.** Martin Cazot, Limagrain Europe

Given the increase of cost of production linked to purchased products and additional costs arising in connection with increased requirements under the green deal, it is important to use the right levers to improve efficiency of home-grown silage, maize and grasses. In this workshop we will discuss how to optimize forage choice and improve feed efficiency to reduce costs and how challenges ahead can be addressed.

# EDF Cost of Production Comparison 2021



## How does the *Irish EDF group* compare with the *EDF-EU farms* in the economic period 2020?



**16 FARMS**

... out of 249 conventional EDF-EU farms in the 2021 EDF Cost of Production Comparison are from Ireland.



**575 €/ha**

...is the cost of renting land. This is rather high (EDF-EU 478 €/ha). Prices have risen significantly in recent years but land is used very intensive.



**31.8 cents per kg ECM received from the dairy processor**



**248 COWS**

... per farm: farms with very different herd sizes are represented in the Irish EDF group, not different from other EDF branches.



**14.8 €/HOUR**

... is the labour price, which is below EDF-EU mean (16.8 € per hour). This and a low input of labour of 29 hours per cow are crucial (EDF-EU 45.6 hours).



**6,805 kg ECM**

... per cow: Irish cows have a moderate yield (EDF-EU 10,091 kg ECM). But they produce it almost exclusively from grazed grass.



**2,099 €/cow**

... in costs: production on Irish farms is very cost-efficient. Their total costs are only about half the average of the EDF-EU farms (4,133 €/cow).

The Irish farms' returns\* (38.2 cents) were below average (44.0 cents/kg). Both milk and non-milk returns did not reach the mean level of the EDF-EU farms.

### Constantly getting bigger



Irish long-term EDF farms have **grown strongly** in milk production in recent years, mainly by expanding herds (+11% in cows and +100 kg ECM per cow in yields just in the past two years). Their **growth was stronger than in the average EDF-EU farm** in the same period (+3.7% cows and +200 kg ECM per cow). How long will they be able to continue growing herds at this very high rate?

### 2020 was a good year for the Irish

2020 was another good year for Irish EDF farms, with **Total Costs** per kg ECM significantly lower than in 2019 and especially in poor 2018. On average, decreased expenditure per cow combined with improved milk output was the reason for this. Milk and non-milk revenues, on the other hand, were at the same level as in 2019. The Irish EDF farms' mean **Break-Even** in 2020 reached the low levels of 2016 and 2017 again.

Within EDF, Irish farms produce milk at very low cost per kg. In 2020, their **Total Cost** per kg of ECM (31.7 cents) and their **Break-Even\*** (25.2 cents) were well below the EDF-EU mean (41.5 and 32.5 cents). The Irish EDF farms again achieved a significantly higher **Entrepreneur's Profit\*** than the average EDF-EU farm: It amounted to 6.6 cents per kg and was 4.1 cents above the EDF-EU mean (2.5 cents)... despite the below average Irish milk price.

\*The EU Basic Farm Payments of 1.8 (IE) and 2.0 (EDF-EU) cents per kg ECM IS ALREADY FACTORED IN as a non-milk return.



**98% grassland**

In no other national EDF branch do we find such a high proportion of permanent grassland: it's all about grass!



**157 grams of concentrates**

... were fed to produce 1 kg ECM. It is only half the amount of concentrates used on the average EDF-EU farm (326 grams/kg ECM).



**Highest solids in milk**

... was produced by the Irish farms: 4.65 % fat and 3.77 % protein in the milk supplied to processing.



**20% of the herd culled**

... per year. The culling rate is very low compared to the EDF-EU average (29.3%) which is crucial for the seasonal system.

### What is key?

Family farms that produce milk at low costs thanks to a low-input grazing system. With high profits. The last years have been marked by a very strong growth. Where are the limits of a low-cost grazing system?

## The Irish Dairy Sector in 2020



### How does Ireland compare with the EU-27?



**5.9%**

... of the EU-27 milk deliveries are supplied by Irish farms (6<sup>th</sup> rank). In 2020, it was **8,536 thousand tonnes**, 3.8% more than in 2019.



**7.1%**

... of the EU-27 dairy cows live in Ireland: It was 1.456 million cows in 2020. Numbers were strongly rising in Ireland in past years.



**2.8%**

... of all EU-27 dairy farms (>2 cows) are located in Ireland. In contrast to the EU-27, **medium-sized herds** dominate (2017).



**0%**

There is no significant amount of organic milk produced in Ireland. Other EU-countries produce around 3% (DE, FR) up to 17% (SE).



**1,719 kg**

... of **milk per capita** are produced and delivered to the dairies (325 kg per capita in the EU-27). No other EU country represented in EDF produces more milk per capita.



**1,887 kg**

... of milk is produced **per ha of usable agricultural area**, compared to 894 litres per ha on EU-27 average. But that is still less milk per hectare than in the BENELUX countries with the highest milk densities per ha.

# 2022 EDF CONGRESS TERMS AND CONDITIONS

**Congress venue: Rochestown Park Hotel**, Rochestown Road, Douglas, Cork, Ireland  
Phone: +353 21 489 0800 | Email: info@rochestownpark.com  
Website: www.rochestownpark.com

## Congress office:

Birgit Kühne, European Dairy Farmers e.V., Grüner Kamp 19–21,  
24768 Rendsburg | Phone: +49 433 143 601 90, | Email congress2022@dairyfarmer.net,  
Website: www.dairyfarmer.net.

## Congress coordination:

Tom Dunne, Phone: (+353) 868 157 529 | Email: tom.dunne@live.ie  
Micheal O'Leary Phone: (+353) 879 309 936 | Email: micheal.oleary@teagasc.ie  
Judit Kühn, Phone: (+49) 170 730 1852 | Email: judit.kuehl@dairyfarmer.net

**Registration:** Registration is only possible online. For registration go to:  
[www.dairyfarmer.net/registration](http://www.dairyfarmer.net/registration)

2022 EDF Congress arrangements	EDF member	EDF member	Non-member
The 2022 EDF Congress fee is VAT exempt	<b>With CoP-Data</b>		
<b>Full program – Early Bird</b> (applied for payment before 30 APRIL 2022)	<b>400 EUR</b>	<b>450 EUR</b>	<b>750 EUR</b>
<b>Full program – General Admission</b>	<b>450 EUR</b>	<b>500 EUR</b>	<b>800 EUR</b>
<b>Full program – Door Admission</b> (for registration from 25 JUNE 2022 and participants not paid by 24 JUNE 2022; to be paid in CASH)	<b>550 EUR</b>	<b>550 EUR</b>	<b>850 EUR</b>
<b>One Day Participation</b> (28 JUNE 2022 only)	<b>250 EUR</b>	<b>250 EUR</b>	<b>250 EUR</b>

All Congress fees are VAT exempt.

**Please note:** Early-bird fee only applies for registration and payment of the fee before 1 May 2022. In case no payment is made before 1 May 2022 general admission fee we will be applied. In case no payment is made until 24 JUNE 2022, door admission fee will be automatically applied, to be paid in CASH during registration.

**Cancellation:** Notifications of cancellations should be made in writing by email: congress2022@dairyfarmer.net. If you do not send a cancellation note you will still be liable to pay the fees. No refund for cancellation after 31 May 2022.

**Methods of payment:** After we receive your registration, you will be send an invoice for your registration. Payment is possible via international bank transaction. Please use IBAN and BIC/SWIFT code and state the invoice number. Your attendance in the 2022 EDF Congress can only be ensured if the registration fee has been paid in full.

**Language:** The language of the EDF Congress 2022 will be English.

**Insurance:** Please note that the organizers do not provide any insurance for EDF Congress delegates.

**Policy agreement:** By registering for the 2022 EDF Congress you agree that photos of you may be taken and may be published in any kind of EDF context.

## Touristic Tours:

**Paddywagon Tours** <https://www.paddywagontours.com/>  
Contact: Paddywagon Tours LTD., 9 Bridge Street, Cork, Ireland. Phone: +353 214 557 947.  
Email: cork@paddywagontours.com  
Please book them at least one month in advance, you can do that online or by e-mail.  
**Pure Cork** <https://purecork.ie/plan-your-trip/inspiration>

**VISA:** Visitors from EU member states and the Schengen countries do not require an entry visa for Ireland. Congress delegates from non-EU member states are kindly requested to contact the local Irish embassy to check whether they need an entry visa for Ireland.

**Covid-19 Travel advice:** Information about travelling to Ireland and returning to the home countries can be found in the Travel Booklet.

**Accommodation:** Delegates have to book their own accommodation. For further information, please see EDF Travel Booklet on the EDF website:  
[https://www.dairyfarmer.net/fileadmin/user\\_upload/EC-22-TRAVEL\\_BOOKLET.pdf](https://www.dairyfarmer.net/fileadmin/user_upload/EC-22-TRAVEL_BOOKLET.pdf)

**Biosecurity Policy:** As a participant in farm visits during the 2022 EDF Congress, we like to ask you to comply to the following: Ensure you are wearing clean clothes and especially clean shoes. During the farm visit please avoid any unnecessary contact with animals and feed. Please obey to biosecurity policy during your stay (including wearing protective clothing).

**Name tag:** During registration in Congress Centre, a name tag will be obtained. Access to the event and event venues only with a visibly displayed name tag. This includes farm visits and evening program.

**Emergency contacts:** In case of emergency please contact: Denis Jones, Health and Safety coordinator Teagasc Moorepark I Phone: +353 87 714 3293.

**Privacy Policy:** We process your personal data. In this regard the EDF privacy policy applies: [https://www.dairyfarmer.net/fileadmin/user\\_upload/10\\_home/19-EDF-privacy\\_policy\\_final.pdf](https://www.dairyfarmer.net/fileadmin/user_upload/10_home/19-EDF-privacy_policy_final.pdf)

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