

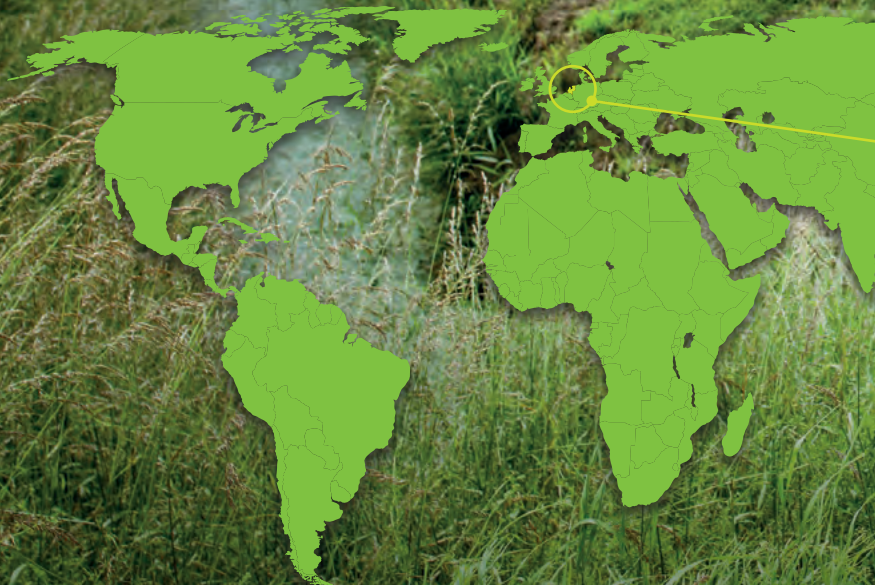
Farmers
connect &
innovate



ZLTO,
welcome!



The Southern Agriculture and Horticulture Organization (ZLTO) represents the interests of entrepreneurs working in green areas. Around 16,000 farmers and growers in the South-Netherlands are members of our association. Together with them, we work to produce healthy food innovatively and sustainably.





- World class agriculture
 - World smartest high tech region
- Brainport**



ZLTO supports green entrepreneurs in their daily operational business and is also their connection to other sectors and organizations for creating new opportunities for sustainable economic growth and social welfare. But also a connection to consumers and people who love the countryside. We also work on better connections between farmers and consumers and people who love the countryside.

Account managers and specialist market teams advise and assist entrepreneurs in the countryside with their issues. It does not matter if it is for individual advice or for setting up projects, ZLTO is always ready to help!

In addition, ZLTO participates and invests in strategic activities and innovations within the food and agriculture sector that are of added value for the (future) market position of our members. Forging partnerships with other sectors and social organizations is a primary aim.



Market teams offer farmers and growers specialist advice, knowledge and expertise, representing their interests, innovation and development through projects and access to networks.



Craftsmanship & Entrepreneurship: focus on the improvement of profitability, increasing professional knowledge and optimizing operational management.

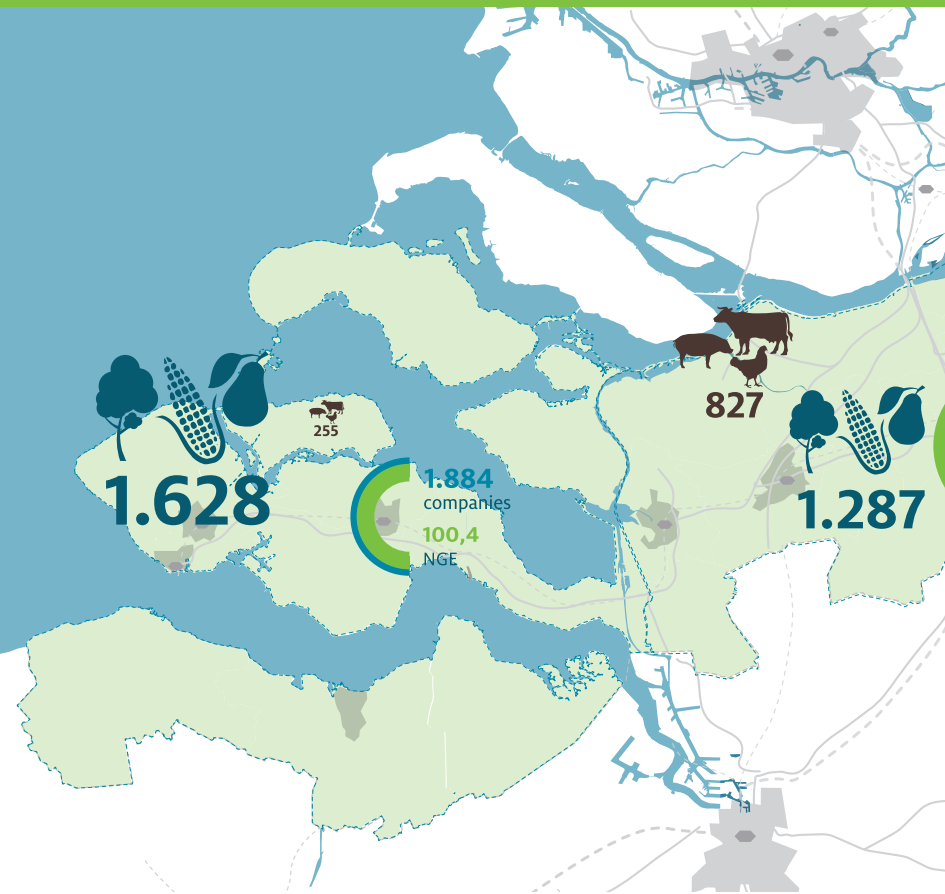


Market & Chain: aimed at increasing the yields and development of new revenue models through targeting market concepts and the bio-based economy.




Environment & Society: support and advice for licences, spatial planning, soil, water, environment and property.

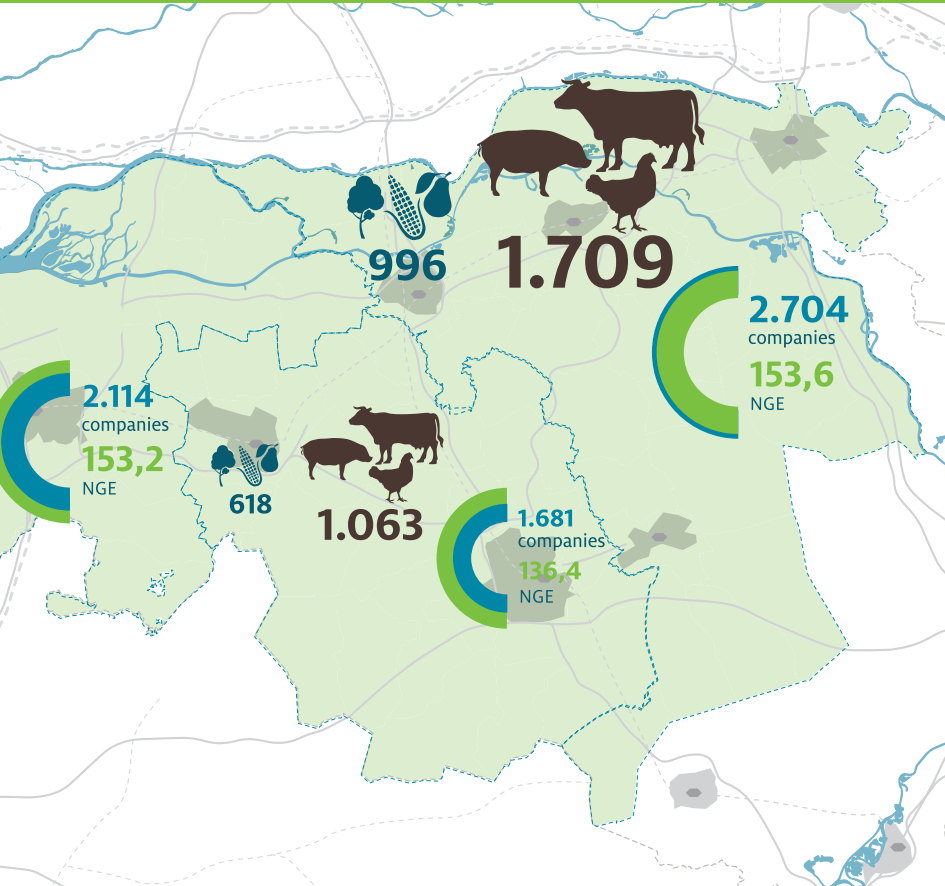
ZLTO members mapped



 ZLTO operational area: Noord-Brabant, Zeeland and Zuid-Gelderland

 Number of companies 'plant' sectors

 Number of companies 'animal' sectors (Including multifunctional agriculture)



 Number of companies per region

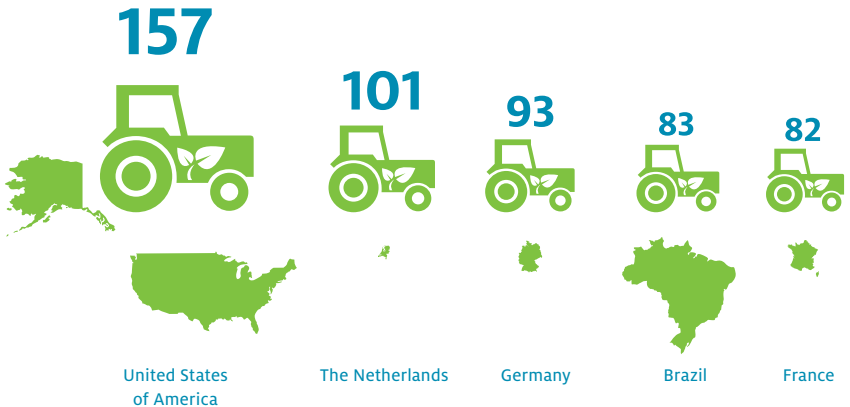
 NGE (Dutch Size Unit) per region*

*) Dutch Size Unit forms an economic benchmark for the valuation of agricultural activities



The Netherlands' agriculture

in billions of dollars. Source The Netherlands Environmental Assessment Agency 2012

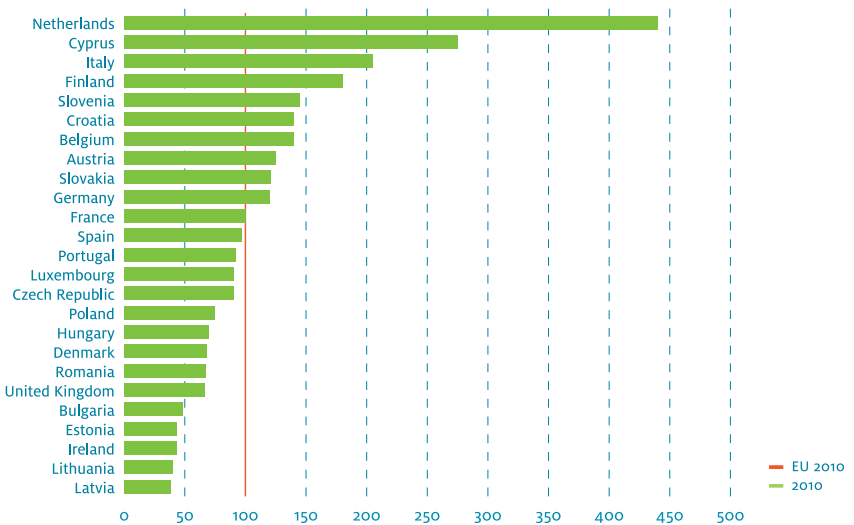




The Netherlands is a truly agricultural country. We are the **world's second largest exporter** of agricultural and food products after the United States.

Optimal productivity

Efficiency Gross Value Added / ha towards EU-average (EU=100%)





Innovation on the farm ensures that our green sector maintains its top position.



The green sector: economy and sustainability hand-in-hand

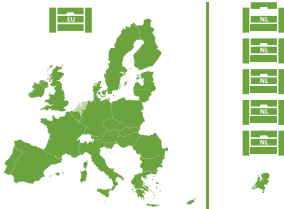
Employment

1 in 10 jobs are in the agricultural sector



Food

NL produces 5x more efficiently



Water

4,500,000 m³
saved annually



Health

Green makes people happy



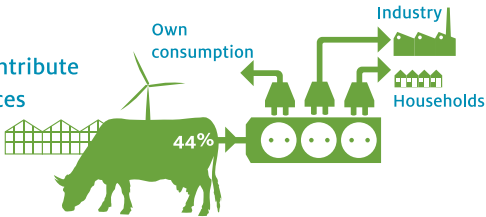
Money

The agricultural sector
contributes 10% to our
GNP, which is 60 billion euro.



Energy

Farmers and growers contribute
44% to renewable sources
of energy

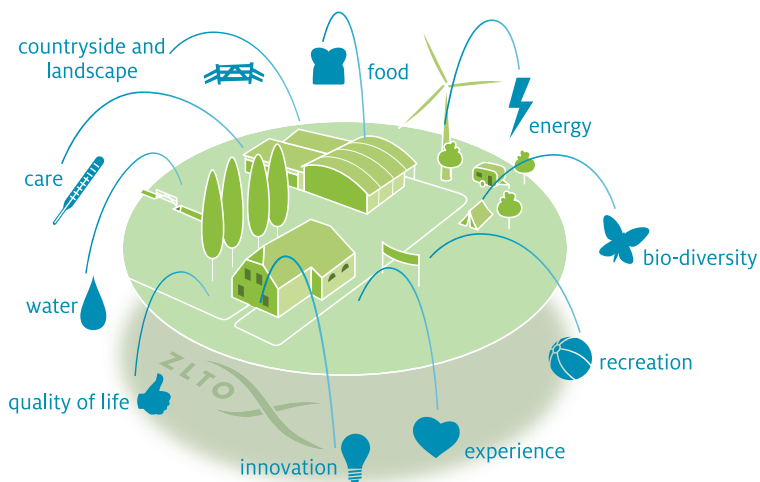


in the Netherlands



**Working together
on quality of life**

The new mixed farm activities



Society is changing rapidly. Farmers and growers have a key position in this. They stand at the threshold of new development and contribute to the quality of a 'good life'. Today, as well as a provider of food, the farmer is often also a supplier of green energy, (bio-based) raw materials, care, education, nature manager and guardian of biodiversity.



*Strong links between farmer
and society*

The agricultural sector is faced with many challenges. Consumers who are conscious of what they eat, and are critical about the methods used for its production. New revenue models that offer farmers perspectives for the future and the changing function of the farm.

These challenges demand innovation and new alliances, which should be accompanied by a strong connection between farms and society.



Innovative farmers

Healthy living

ZLTO builds on the sustainable future of farms and nurseries, which is important for the economy and society. Connecting is the basis.

Innovative farmers

Our farmers and growers represent healthy and efficient operational management with as a basis the health of people, animals and surroundings. We lay the links with other top sectors. In doing so, we also create the basis for new economic opportunities.

Healthy living

With their products and services, our farmers and growers contribute to a healthy and sociable life. They enter a dialogue with neighbours and work on a good society in the city and countryside.



Cooperative inn

Smart farming

Through connecting e.g. energy, high tech, chemistry and design

Agri

High tech, design

Precision agriculture

Employing robots
Remote sensing
Tracking & tracing

Grow-tech horticulture

Cultivation technology

Agri-food chain

Logistics, marketing

Chains

Sustainable foods
Distribution
Market concepts
Packaging

New products

chemistry, energy

Bio-based

Raw materials

Agro-biotech

Breeding improvements
Coating
Basic materials

Life science

Functional food
Green medicine



ovative farming

Social farming

Through connecting with society

Environment

Health

Healthy food
Parks/Green in the city

Countryside

Biodiversity
Landscape
Water quality

Energy

Biomass
Solar/sun
Wind

Accommodation

Relaxation
Recreation

Society

Care

Sheltered farms
Better food

Education

Klasseboeren
Social traineeship

Food

Neighbourhood allotments
City farmers
Fresh produce centres
Regional products

Culture

Design
Quality of life
Cooperatives

Welcome!

Developing, innovating and investing is in our DNA. ZLTO has fulfilled a key role in connecting farming, horticulture and society for more than one hundred years. Working together lies at the heart of our approach to work. In doing so, we contribute to quality of life in the city and countryside.

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