Test Farms 2022- Terms and conditions

1. General information about the programme

Test Farms is a programme offered by EIT Food (hereinafter: **Test Farms**). Its aim is to support start-ups in testing their innovative solutions that make agriculture more efficient, sustainable and environmentally beneficial. Testing an innovative solution with farmers aims to obtain feedback on the usefulness, functionality and quality of the offered product or service and by improving it – increase the chances of commercialising the idea.

EIT Food is offering Test Farms program to the following applicants:

- **RIS startups** - incorporated companies from the following countries:
  - **EU Member States**: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain.
  - **Horizon Europe Associated Countries***: Montenegro, Republic of North Macedonia, Serbia, Turkey, Ukraine.
  - **Outermost Regions**: Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).
- **Non-RIS startups** - Startups registered in one of the following countries: Albania, Armenia, Belgium, Bosnia and Herzegovina, Denmark, Faroe Islands, Finland, France, Georgia, Germany, Iceland, Ireland, Israel, Luxembourg, Moldova, Netherlands, Norway, Sweden, Switzerland, Tunisia, United Kingdom

*These third countries, which are all listed in the European Innovation Scoreboard, will be fully eligible for the EIT RIS, following the successful conclusion of individual Horizon Europe Association Agreements.

Participation in the Test Farms as well as financial subgrant to support testing needs will be available under specific conditions for eligible RIS startups. Non-RIS startups cannot receive the subgrant, however they can join the Test Farm and benefit from the match-making and expert support provided by EIT Food. The cost of these services is 2500 EUR.

2. Important dates

Stage	Date
Application – submission of applications by startups	March 1 to April 29, 2022
Evaluation of applications	May 4 to 16, 2022
Announcement of results (pre-selection for farmer matching)	May 18, 2022
Match-making events for startups and farmers	May 19 to June 20, 2022
Test phase	July 2022 - July 2023

Some dates may change, the organisers will inform accordingly on the project website: https://www.eitfood.eu/Entrepreneurship/projects/test-farms

3. Commitment

RIS startups chosen to participate in the Test Farms commit to the following actions (all actions are mandatory for all RIS startups participating in the Test Farms):

1. **Application** – Interested startups are invited to apply for the Test Farms via https://www.f6s.com/test-farms-2022.
2. **Match-making event** - Shortlisted startups will be invited to join one of match-making events. At these events, startups will meet with farmers, evaluate the possibility of testing their innovative solutions on the farms and create a plan to test their solutions together with the selected farmers.
3. **Subgranting agreement** – Startups must sign an agreement stipulating the commitments and terms for receiving the grant.
4. **Test phase –** Startups will test their solutions on the test fields according to the plan they developed after the match-making event.
5. **Reporting** – Startups will report their progress throughout the testing phase to the Test Farms managers.
6. **Demo Day -** Following the testing, startups together with farmers will organise a Demo Day for local farmers/clients to attend. This will give the startups the opportunity to show their solutions to potential buyers and investors. EIT Food will help to organise these events.
7. **Final report –** Participating startups must submit a final report on their involvement in the Test Farms project.
8. **Success fee** – If thanks to the Test Farms programme the participating startup is able to capture new clients and make sales exceeding in total 30 000 EUR gross within 1,5 year from the date of signing the subgranting agreement, the startup will return to EIT Food half of the grant (1500 EUR) to support future participants in the validation and promotion of their innovative ideas.

Non-RIS startups willing to participate in the Test Farms need to commit to the following actions:

1. **Application** – Interested startups are invited to apply for the Test Farms via https://www.f6s.com/test-farms-2022.
2. **Advance payment –** Pre-selected startups who are interested in the match-making service and expert support provided in the Test Farms must make an advance payment of 500 EUR.
3. **Match-making event** - Shortlisted startups will be invited to join one of match-making events. At these events, startups will meet with farmers, evaluate the possibility of testing their innovative solutions on the farms and create a plan to test their solutions together with selected farmers.
4. **Service agreement and payment** – Once the successful matches are made, the startups must sign a service agreement with EIT Food and proceed with the payment of the remainder of the match-making service fee (2000 EUR).
5. **Test phase –** Startups will test their solutions on the test fields according to the plan drafted after the match-making event.
6. **Reporting** – Startup will be encouraged to report their progress throughout the testing phase to the Test Farms managers.
7. **Demo Day -** Following successful validation of the innovation, EIT Food will help the startups to organise a Demo Day to showcase their solution to potential clients and investors.
8. **Final report –** Participating startups will be encouraged to submit a final report on their involvement in the Test Farms project.

4. Eligibility criteria for applicants

Eligibility criteria for RIS participants.

Startups are eligible to participate in the Test Farms and receive a subgrant if they:

- **Are a RIS startups** - incorporated companies from the following countries:
    - **EU Member States**: Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain.
    - **Horizon Europe Associated Countries***: Montenegro, Republic of North Macedonia, Serbia, Turkey, Ukraine.
    - **Outermost Regions**: Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).
- Have received no more than 60,000 euros in funding from EIT Food in 2021.
- Have developed an innovative solution in agriculture/animal husbandry.
- Work towards furthering one of EIT Food's six overarching strategic themes to transform our food system. The themes are:
    - Alternative proteins
    - Sustainable agriculture
    - Sustainable aquaculture
    - Targeted nutrition
    - Digital traceability
    - Circular food systems
- Have submitted a complete application in English, i.e. answered all the questions included in the form available on the website: https://www.f6s.com/test-farms-2022, and completed and attached all the required documentation.
- Have not participated in previous editions of the Test Farms.
- EIT Food's RisingFoodStars who are Affiliated Entities in Horizon Europe are ineligible for the Test Farms.

These third countries, which are all listed in the European Innovation Scoreboard, will be fully eligible for the EIT RIS, following the successful conclusion of individual Horizon Europe Association Agreements.

Eligibility criteria for Non-RIS participants (not registered in RIS country).

Startups are eligible to participate in the Test Farms if they:
- **Non-RIS startups** - Startups registered in one of the following countries: Albania, Armenia, Belgium, Bosnia and Herzegovina, Denmark, Faroe Islands, Finland, France, Georgia, Germany, Iceland, Ireland, Israel, Luxembourg, Moldova, Netherlands, Norway, Sweden, Switzerland, Tunisia, United Kingdom

*These third countries, which are all listed in the European Innovation Scoreboard, will be fully eligible for the EIT RIS, following the successful conclusion of individual Horizon Europe Association Agreements.

- Have developed an innovative solution in agriculture/animal husbandry.
- Work towards furthering one of EIT Food's six overarching strategic themes to transform our food system. The themes are:
    - Alternative proteins
    - Sustainable agriculture

- Sustainable aquaculture
- Targeted nutrition
- Digital traceability
- Circular food systems
- Have submitted a complete application in English, i.e. answered all the questions included in the form available on the website: https://www.f6s.com/test-farms-2022, and completed and attached all the required documentation.
- Commit to pay the 2500 EUR + VAT participation fee (advance payment of 500 EUR before match-making and final payment of 2000 EUR when EIT Food finds a suitable farmer).

5. Selection criteria

Eligible applicants from RIS countries will be scored based on their answers to the questions on the application form (https://www.f6s.com/test-farms-2022) according to the following selection criteria:

Scoring criteria – Test Farms	Scoring
1. Proposed product/service addresses relevant problem in agriculture.	(1-5)
2. Proposed solution is innovative and distinguished from current offerings; it addresses a relevant need in the market.	(1-5)
3. Proposed solution is at the stage which allows it to be tested/validated during the Test Farms.	(1-5)
4. Required testing phase makes sense in the development of the product/service.	(1-5)
5. Team is experienced and motivated enough to execute the test phase.	(1-5)
6. Requested resources for the pilot can be accommodated by the EIT Food and project partners. NB. Though EIT Food makes every effort to match the best startups with farmers and test land, occasionally we are unable to find a suitable match. In this instance, startups will be encouraged to apply to future rounds of the Test Farms when we have a wider farmers network. We thank you in advance for your understanding.	(1-5)

Scoring: 1- not meeting the criteria, 5 – meeting all relevant aspects of the criteria.

The applications with the highest scores will be invited to the match-making events (up to a maximum of 10 RIS startups and 6 Non-RIS startups). RIS Startups who agree to work with one of the farmers/testing lands presented during the event and sign a subgranting agreement will be considered as a participant of the Test Farms.

Non-RIS startups applying for the Test Farms will be scored based on the same criteria.

6. Financial support (only for RIS startups)

RIS startups enrolled in the Test Farms can apply for financial assistance of up to 3000 EUR to offset their programme costs.

The subgrant can be used for:
- Travel costs for startup to attend the matchmaking event and visiting the test site.
- Rental of other devices necessary to perform the test.
- Costs to make necessary adjustments at the testing field to perform the test.
- Startups should reserve part of the subgrant to reimburse the farmer in the event that (s)he suffers damage caused as a result of the testing. These potential costs should be estimated and set aside up front.

The subgrant cannot be used for:
- Salaries for company employees.
- Product development, production and improvement (e.g. product elements and materials, research)
- Costs not directly related to the testing of the product/service.

7. Ownership and Intellectual property

- Tested products or services have to be freely available for the pilot project – startup cannot charge the farmer for their use during the pilot project.
- Ownership of the product or service stays with the startup and all equipment needs to be returned to the startup by the farmer after the pilot project has finished.
  - If the farmer wants to keep using the solution after the pilot project (s)he must pay for the product or service.
- Intellectual property related to the product or service belongs to the startup. The startup can ask farmer to sign NDA, if appropriate.

8. Personal data processing

EIT Food is the data controller for the purposes of the Test Farms. F6S acts as the data processor.

- F6S Privacy Policy: https://www.f6s.com/privacy-policy
- Test Farms GDPR information clause: https://bit.ly/3pTrbwh.

9. Contact details

In case of any questions or inquiries please contact the Test Farms managers:

- Paweł Ciach - pawel.ciach@eitfood.eu - inquiries from applicants coming from: Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Serbia, Ukraine.
- Philip Fernandez – philip.fernandez@eitfood.eu - inquiries from applicants coming from: Portugal, Spain, Turkey, Italy, Greece, Montenegro, North Macedonia.
- Paweł Ciach - pawel.ciach@eitfood.eu and Philip Fernandez – philip.fernandez@eitfood.eu - inquiries from applicants from Non-RIS counties.