



**LEONARDO DE VINCI TRANSFER OF INNOVATION – FARMLAND LdV TOI Project**

**Farm Activities for Rural Model Learning And Nature Didactics  
Project Number 2013-1-PL1-LEO05-37562**

**Survey Report on Analysis of Agricultural Innovative Trends and Training Needs**

**FARMLAND TRANSNATIONAL SUMMARY REPORT:  
POLAND, ITALY, SPAIN, ROMANIA AND BELGIUM  
(NORTHERN EUROPE)  
DRAFT**

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## PART A - QUESTIONNAIRE FROM FARMERS

### 1. METHODOLOGY

*Describing how, when and how many farmers have been contacted*

#### Questionnaires from farmers

The methodology used by the partners was different depending of relationships with the target groups:

- in **Poland** the survey started on February 28th 2014, and was targeted to the members of Nationwide Network of Educational Farms in Poland. The formal personal invitation for participation in the survey was extended via post office to 117 farmers from 16 voivodeships covered whole area of Poland. The filled in questionnaires were getting back by return till March 15th. The total number of interviews were 70.
- in **Italy** the survey started on March 24th 2014 and ended on May 26th, later than expected due to the move of the office to another location. It was based on an interview plan targeted to “AGIA” (Association of Young Agricultural Entrepreneurs) and “Donne in Campo” (Female Farmers' Association) to be able to get in contact with the target groups. About the methodology used to get in contact with the potential interviewees, firstly a summary of the project and the objectives of the questionnaire were presented to officers in charge of the two national associations. Such a presentation was given partly face to face and partly by telephone. The officers of the associations sent the questionnaires to a selected group of farmers, adequately informed on the project aims and objectives by email and AèV offered them its support to fill the questionnaires by instituting a “help desk” for any information and explanation. The interviews come back have been 30 of 30, all of them by email.
- in **Spain** the survey started on January 2014, based on an interview strategic plan targeted to some members of ASAJA-GRANADA (GRANAFORMA provide training to this Farmer’s Asoziation) to be able to get data available to contact the target groups. About the way to get in contact with the potential interviewees, it was presented the project in summary and the objectives of the questionnaire to the persons in charge of the ASAJA-GRANADA local offices with the collaboration and support of personnel of GRANAFORMA. The principal methodology was direct interview.
- in **Romania** the survey started on February 5th 2014, based on an interview strategic plan targeted to the members of FAAT (Associated Farmers Federation Timis) to be able to get data available to contact the target groups. About the way to get in contact with the potential interviewees, it was presented the project in summary and the objectives of the questionnaire to the persons in charge of the FAAT (Associated Farmers Federation Timis). The persons in charge of FAAT offices sent the questionnaires to the farmers via post office or through personnel. The total number of the interviews were 40.
- in **Belgium** the results presented in the training needs analysis report are an aggregate of both paper form questionnaires and questionnaires filled in via an online survey. The dissemination of the questionnaires to the members of CEJA, from various European Northern countries, contacts and farmers and collecting of results was conducted in a number of ways. First of all, questionnaires were regularly disseminated as attached to



emails and CEJA internal Newsletter, sent out to some 140 people. Second of all, CEJA also applied a more direct approach by reaching out to young farmers via the means of social media (i.e. Facebook, Twitter) and by handing out paper-form questionnaires at young-farmers related events. The remainder of the paper form questionnaires was filled in over the phone as the CEJA team has also conducted a number of phone interviews. In the end CEJA has managed to obtain 30 questionnaires but not all farmers would be able to answer all questions. This is particularly true for questions referring to demographics, structural data and questions on agritourism. Many of the farmers who have participated in the questionnaires are not (yet) involved in agritourism and do not (yet) possess the expertise required. Likewise, many of the farmers did not feel comfortable giving information about their gender or age and as such this information is excluded from the analysis report. Therefore the results of the analysis report are not always reflective of the entire group of 30 farmers. However, number of respondents for each of the questions is always clearly stated.

## 2. DEMOGRAPHICS

*Tables and text commenting size of farms, kind of productions, areas involved (questions 43 – 47 and 1 – 21)*

The respondents to the questions from 1 to 21, as well as to the optional questions 43-47 (demographics) of the questionnaire were 100% of the interviewees. Multiple answers were also allowed.

- in **Poland** the respondents were 70, 52 women and 18 men, of 70 interviews come back. The average age of interviewees was 51 and education was: middle- 42,9 %, master-35,7%, higher-15,7%, primary-1,4% and PhD-1,4%. Average experience in farming was 24 years and 45 of 70 respondents were experiences outside farming.
- in **Italy** the respondents were 30, 19 women and 11 men, the average age was 39,5 and education was mainly middle (16), then higher (9), master (3) and primary (2). Average experience in farming was 14,5 years and work experiences out of farming for 50% of the respondents.
- in **Spain** the respondents were 40, 25 males and 15 women, of 40 interviews come back. The average age was 37 and education was mainly higher (22), then master (12), middle (3) and 3 farmers with primary studies. Average experience in farming was 16 years and work experiences.
- in **Romania** the respondents were 40, 29 males and 11 women, of 40 interviews come back. The average age was 40,8 and education was mainly higher (27), then 12 with a master and just one with middle school a certificate. Average experience in farming was 16,6 years and work experiences out of farming for 17 of the respondents.
- in **Belgium** as stated on the methodology description, the information value as generated in Table 1 (Demographics of respondents) is limited by the reluctance of young farmers to answer all questions. Only question 45 is answered by all 30 farmers. The rest of questions in this section were answered only by farmers filling in online questionnaires only. With regards to actual results, the average age of a farmer partaking in the questionnaires was



30 years and farmers were mostly male and higher educated with a significant number of respondents having completed university level degree (12 of 30). 10 of the interviewees hold a high school diploma, 5 a Master and 3 a PhD. 8 of the interviewees declared a work experience out of farming.

About farm activities Table 2 (question 1) shows:

- in **Poland** didactic or school farm is at the 1st place (88,6%), agritourism is at the 2nd place (81,4%), animal production (61,4%), crop production (60,0%), food processing (17,4%), vegetable production (12,9%) and others (20,0%).
- in **Italy** crop production is at the 1<sup>st</sup> place (80%), food processing is the 2<sup>nd</sup> one (56,7%) then vegetable production and agritourism (50,0%), animal production (43,3%) and didactic and school farms (40,0%). There are also two positive responses for others (6,7%, without specification). It is notable the high total percentage (326,7%), sign of average high diversification of the activities.
- in **Spain** crop production is at the 1st place (42,5%), agritourism (42,5) is the 2nd one then animal production (32,5%) and vegetable production (32,5%) and finally food processing (17,5%), and others (2,5%).
- in **Romania** crop production is at the 1<sup>st</sup> place (85%), vegetable production (25%) is the 2<sup>nd</sup> one, then animal production (17,5%), food processing (2,5%) and others (10%).
- in **Belgium** for 16 of 22 young farmers who answered this question indicated "animal production" (almost 73%) and 11 "crop production" (50%) were the most common farm activities; "agritourism" and "didactic or school farm" were indicated by 6 respondents each, whilst "food processing" by 5 interviewees. Only 3 farmers answered "vegetable production" (13,6%).

About structural data on farms Table 3 (questions 2-12) shows:

- in **Poland**. the average farm area was 16,6 ha. The most consistent group was constituted of arable lands (51 of the 67 interviewees) with 10,2 ha average area. For orchards, 24 of the interviewees, the average area was 0,6 ha; for pastures, 49 of the interviewees, 5,8 ha; for woods, 34 respondents, 5,2 ha; 8 respondents and 7,5 ha; meat cows, 6 respondents and average 36 animals; sheep, 21 respondents and average 21 head; goats, 26 interviewees and average 5; pigs, 13 interviewees and average 104; courtyard/small animals, 46 interviewees and average 37,5; horses, 7 interviewees and average 15,6.
- in **Italy** the average farm area was 26,6 ha. The most consistent group was constituted of arable lands (26 of the interviewees) with 16,7 ha average area. For orchards, 19 of the interviewees, the average area was 2,0 ha; for pastures, 12 of the interviewees, 8,3 ha; for woods, 12 respondents, 12,9 ha; dairy cows, 4 respondents with average 71 animals; meat cows, 4 respondents and 44 head; sheep, 7 respondents and average 36,1; goats, 6 interviewees and average 6,4; pigs, 8 interviewees and average 51,4; courtyard/small animals, 10 interviewees and average 120.



- in **Spain** the average farm area was 21,48 ha. The most consistent area was constituted by arable lands (32 of the interviewees) with 21,75 ha average area. For orchards, 7 of the interviewees, the average area was 11,29 ha; for pastures, 11 of the interviewees, 8,09 ha; for woods, 3 respondents, 8,67 ha; dairy cows, 4 respondents and 57 ha; meat cows, 3 respondents and 51 animals; sheep, 1 respondent and 10 head; goats, 5 interviewees and average 42,6; pigs, 5 interviewees and average 48; courtyard/small animals, 13 interviewees and average 16.
- in **Romania** the average farm area was 164,1 ha. The most consistent group was constituted of arable lands (12 of the interviewees) with 165,4 ha average area. For orchards, 1 of the interviewees, the area was 30,0 ha; for pastures, 5 of the interviewees, 17 ha; for woods, 3 respondents, 14,3 ha; dairy cows, dairy cows, 1 respondent and 40 animals; meat cows, 0 respondents; sheep, 3 respondents and average 190; goats; pigs, 2 interviewees and average 40; courtyard/small animals, 1 interviewee with 120 animals.
- in **Belgium** the farm structural data were got only from from the paper version questionnaires provided by 18 farmers; from this group the average farm area was 68 ha. The most consistent group was constituted of arable lands (7 of the interviewees) with 38,0 ha average area. For orchards, 1 of the interviewees, the area was 315,0 ha; for pastures, 6 of the interviewees, 29,5 ha; for woods, 4 respondents, 27,5 ha; dairy cows, dairy cows, 4 respondents and 45 animals; meat cows, 2 respondents and 75 head; sheep, 2 respondents and average 50 animals; goats 0; pigs, 1 interviewee with 950 animals; courtyard/small animals, 1 interviewee with 60 animals.

About on farm activities, Table 4 (questions 13-18) shows:

- in **Poland** the most popular activities on farm is: "Breads, pies and cakes....." (40,0%) and "Production of jams and other fruit based preserves....." (34,3%).
- in **Italy** the most popular farm activity concerns production of jams.., with 15 respondents (50%), then olive oil and other oil based products, with 14 respondents (47%), 10 wines and spirits (33,3%), 8 breads, pies and cakes (26,7%), finally processed meats (23%) as well as others (23%, not specified. Actually extra-virgin olive oil and wines and spirits are mostly produced for commercialization, whilst jams and other fruit based preserves are mostly for home consumption; aged salted pork meat is a traditional farm food processing. Cheese could be also considered as a farm product, mostly from cow and sheep milk producers.
- in **Spain** the most popular farm activity concerns olive oil and other oil based products, with 31 respondents of 40 (77,5%), processed meats include 6 respondents (15%), breads, pies and cakes 5 (12,5%) , 4 others, etc. (10%).Olive oil production, is the principal economic activity in this area of Andalucia.
- in **Romania** only 4 respondents answered by indicating 1 "production of jams and other fruit based preserves.." and 4 others (not specified).



- in **Belgium** information on farm processing was exclusively collected only from the online survey with 12 respondents. Table 4 demonstrates a rather even distribution of answers across the spectrum with "processed meats" being the most popular answer. Among those who responded to our survey, only one farmer was engaged in activities including "bread, pie and cake production".

About agritourism, Table 5 shows:

- in **Poland** on a total of 60 farms with rooms and or resturant the average number of rooms on farm is 4. Average number of beds is 14, whilst average number of restaurant seats is 36.
- in **Italy** 11 of 30 farms have ongoing agritourism accommodation activities. Average number of rooms is 5,4; average number of beds is 14,2; average restaurant seats is 38,4. The sample of interviewees can be considered significantly representative, even if in a very small scale, of the Italian farms in terms of farm size, production and kind of on farm processing activities. Also agritourism is well represented, as it is actually one of the most developed multifunctional rural activities in Italy. The sample has a medium average for rooms, beds (in Italy up to 30) and restaurant seats (in Italy up to 60).
- in **Spain** 14 of 40 farms have ongoing agritourism activities. Average number of rooms is 4,5; average number of beds is 10,2; average restaurant seats is 13,9.
- in **Romania** none of the interviewees/farms have ongoing agritourism activities.
- in **Belgium** questions 19, 20 and 21 are not included in the analysis report as CEJA did not receive any answer to any of the three questions by any of the farmers. The reasons for this can be found in section 1 of this report.

### 3. LABOUR

*Tables and text commenting per cent rates from the responses on labour relationships (22 – 26)*

About provenience of the farms and parental relationships, Table 6 (Question 22) shows:

- in **Poland** all the 70 respondents (100,0%) declare that the farm was owned by own family. A large majority of the interviewees: 58 of 70 (82,9%) had another work experience before farming, whilst 12 (17,1%) respondents had none.
- in **Italy** a large majority of the respondents, 27 of 30 (90,0%) declares that the farm was owned by own family; 16 interviewees of 30 (53,3%) had another work experience before farming, whilst 14 (46,7%) respondents had none.
- in **Spain** a large majority of the respondents, 32 of 40 (80%) declares that the farm was owned by own family; 15 interviewees of 40 (37,5%) had another work experience before farming, whilst 25 respondents had none.



- in **Romania** a large majority of the respondents, 30 of 40 (75,0%) declares that the farm was owned by own family; 17 interviewees of 40 (42,5%) had another work experience before farming, whilst 23 respondents had none.
- in **Belgium** the vast majority of respondents runs or works on a farm that was previously owned by their family (81%). Moreover and despite this, more than half of respondents are believed to have a professional background other than that of agriculture.

About kind of labour condition at farm, Table 7 (Questions 24-26) shows:

- in **Poland** 62 of 70 respondents declare to have at farm no permanent workers (88,6%). About involvement of family members: 25 respondents declare that no relatives working at farm, 22 interviewees declare 1, 13 declare 2, 5 declare 3, 3 declare 4 and 2 declare 5. About seasonal workers: 40 interviewees declare none, 14 declare 1, 11 declare 2, 1 declare 3, 3 declare 4, 1 declare 5.
- in **Italy** About involvement of family members, 8 interviewees declare that no relative works at farm; 9 respondents declare 1, 7 declare 2, 3 declare 3, 2 declare 5 and 1 declare more than 5. About permanent workers 25 respondents (83,4%) declare to have at farm no permanent workers, 3 declare to have 1, 1 declares 2 and 1 declares 4. About seasonal workers, 9 interviewees declare none; 8 declare 1, 6 declare 2, 5 declare 3, 1 declares 4 and 1 declares 5. Those figures can be considered adequate in comparison with the sample, even if more tending to small farms. Notable is the involvement of family members for 22 of 30 farms.
- in **Spain** 18 respondents declare to have at farm no permanent workers (40%), 16 respondents declare to have just one (57,5%) and just 2 to have 2 (2,5%). About involvement of family members, 25 interviewees declare that no relative works at farm. About seasonal workers, 6 interviewees declare none; 6 declare 1, 8 declare 2 and 7 declare 3, 2 declare 4, 6 declare 5 and other 4 declare more than 5. Those figures can be considered adequate in comparison with the sample, even if more tending to very small farms, than small/medium size.
- in **Romania** 22 respondents declare to have at farm no permanent workers (57,5%). About involvement of family members, 10 interviewees declare that no relatives works at farm; 15 respondents declare 1, 12 declare 2 and 3 declare 3. About seasonal workers, 12 interviewees declare none; 2 declare 1, 5 declare 2, 3 declare 3 and declare 4.
- in **Belgium** half of young farmers who responded to the questionnaire either do not employ any family member (23,8%) or they employ only one (28,6%). Two fifths of them employ two to three members of the family. Outside the family circle, however, farmers are even more unlikely to employ workers but when they do they prefer seasonal workers. 80% of respondents do not employ any permanent worker at all.

#### 4. INNOVATIVE TRENDS

*Tables and text commenting per cent rates from the responses on the most popular trends (27-31)*



Innovative trends in agriculture is to be considered a focus of the survey in coherence with a rural development based on social, economic and environmental sustainability.

The state-of-the-art of the project has outlined three strategic target groups for innovation in rural areas: young, female and 2<sup>nd</sup> work experience farmers.

About the reasons to innovate trends in farming, Table 8 (Question 27) shows, from multiple choices:

- in **Poland** 48 interviewees (68,6%) answer “to make the farm more profitable and to earn extra income”, 36 interviewees (51,4%) “to diversify the sources of income, to make it more stable” and “to search for a better way of life”, 32 (45,7%) “to make the business more sustainable in the long term”, 15 (21,4%) “to give to relatives better employment opportunities”, 14 (20,0%) “to receive a grant in form of a project under European funds”, 8 (11,4%) “to escape from unemployment in other sectors” and 14 (20,0%) for: “others”, specified as:
  - attractive life and income when retired
  - follow the passion, create the job you like and are fascinated
  - opportunity to sale product from farm
  - promotion of sustainable tourism and cultural heritage
  - mission to teach youth about healthy and ecological way life (3)
  - taking activity according to the education and interest (2)
  - opportunity to get in contact with people
  - love to farmland, animals and nature (2)
  - promotion of alive bee and bee’s products
  - sharing knowledge about farming.
- in **Italy** “to diversify the sources of income, to make it more stable”, at 1st place, has 25 (83,3%) responses, “to search for a better way of life” is at 2nd place with 17 (56,7%) responses and then “to make the farm more profitable and to earn extra income” ,with 15 (50%) responses. It means the three major groups aim at diversification, good way of life and competitiveness. Then “to make business more sustainable in the long term”, 10 (33,3%) responses, oriented to farm sustainability and, by decreasing, 4 responses (13,3%) “to give to relatives better employment opportunities”, 4 responses (13,3%), “to receive a grant in form of a project under European funds”, and 3 responses (10%) “to escape from unemployment in other sectors”, oriented to family and work concern facing the difficult economic period and interest for EU grants.
- in **Spain** holds the 1st place with 25 respondents (62,5%) “to diversify the sources of income, to make it more stable”, then with 22 (55%) of the responses “to make the farm more profitable and to earn extra income” and with 21 (52,5%) of the responses “to make business more sustainable in the long term”. It means the three major groups aim at sustainability, competitiveness and diversification.
- in **Romania** 36 (90,0%) of the responses “to make business more sustainable in the long term”, 37 (92,5%) of the responses “to make the farm more profitable and to earn extra income”, 24 (60,0%) “to diversify the sources of income, to make it more stable”. It means the three major groups aim at sustainability, competitiveness and diversification. Then, by decreasing, 10 responses (25,0%) “to search for a better way of life”, by linking innovation and life level improvement, 5 (12,5%), thinking on opportunities for the family, “to give to



relatives better employment opportunities”, 5 (12,5%) , by considering farming and rural life a better employment opportunity, 4 ( 7,8%) to receive a grant in form of a project under European funds”, by understanding importance of EU funds in agriculture and rural development.

- in **Belgium** the primary motivation behind innovation is "higher profitability" (75%), followed by "diversification of income and stability" (53%). "Sustainability of the business in the long term" is favoured by a third of the respondents.

About opinion on innovation value of the listed activities, mainly extracted from the FARMLAND state-of-the-art as described in the project, Table 9 (Question 28) shows:

- in **Poland** the top innovative activities in farming and other production in rural areas are considered: “didactic farms linked to environmental issues of civil society”: 4,42/5, “outdoor, environmental and didactic tourism”: 4,27/5, “social farms to support people with social impairment or dis.”: 4,08/5.
- in **Italy** the top innovative activities in farming and other productions and activities in rural areas are considered "biodiversity protection (seed and/or breed saving)" and "medicinal plants and health/nutraceutical products", with 4,1/5 satisfaction, then "didactic and social farms linked to agricultural and environmental issues" 4,0/5 , "social farms to support people with social impairment or disabilities" 3,5/5 , “biomass for renewable energy or composting” 3,7/5 . Less significant for innovation are considered “on farm processing of traditional and quality foods” 3,6/5 , “direct selling of products” 3,5/5, "organic farming (cultivations and livestock breeding)" 3,5/5 , “solar and wind energy production” 3,4/5. Other issues under 3/5 with the last one "courtyard animals" with 2,1/5. The list of preferences highlights the potential innovative impact of activities linked to didactic structural and cultural farm issues, including medicinal plants, biodiversity protection, environmental and social activities.
- in **Spain** the top innovative activities in farming and other productions in rural areas are considered “photovoltaic or solar energy production” (3,9), and "on farm processing of traditional and quality foods (3,9), then “biomass for renewable energy or composting” (3,8). At the end of the list “Agro-tourism” (2,1) is considered not very innovative.
- in **Romania** the top innovative activities in farming and other productions in rural areas are considered “biomass for renewable energy or composting” (5/5), “photovoltaic or solar energy production” (5/5), „didactic and social farms linked to social issues of civil society”(4,7) “direct selling of products” (4,5/5).
- in **Belgium** the "social farms to support people with social impairment or disability" were seen as the most innovative (3,4), closely followed by both "medicinal plants" (3,3) and "outdoor, environmental and didactic tourism" (3,3). "Organic farming" was named the least innovative (2,3) of the listed activities.

Passing to planning one of the previously indicated innovative activities, Table 10 shows:



- in **Poland** the first one in the rank of responses is “didactic farms linked to agricultural and environmental issues” with 59 respondents (84,3%), then “outdoor, environmental and didactic tourism” with 56 (80,0%), and “agritourism” with 53 (75,7%).
- in **Italy** the first one in the rank of responses is “biodiversity protection” (53,3%), followed by “on farm processing of traditional and quality food” (46,7%), “social farms to support people with social impairment or disabilities” (46,7%) “direct selling of products” (43,3%), agritourism (43,3%) and “organic farming” (40,0%). All other choices are under 40% and the last one (specified) is “non food on farm activities (silk, wool and their products)” (6,7%). Therefore it is marked that biodiversity protection, also considered between the two most innovative issues is also at the top of the list of the planned activities; not the same for “medicinal plants”, planned only by 33,3%. Agritourism, not considered so innovative (actually developed since 40 years ago), is planned by 43,3% and social farms are on the top 3 of the list (46,7%). The small group involved in planning didactic farms (21,6%) is due to the participation of didactic farm already managing this activity. Lack of interest for “non food on farm activities (silk, wool and their products)” both as innovative issues and planning of activities. Renewable energy sources are considered but not on the top choices
- in **Spain** the first in the rank of responses, is “agritourism” (27,5%), that is on planning even if not considered innovative, followed by “direct selling of products” (22,5%); then “biomass for renewable energy or composting” (20,0).
- in **Romania** the first in the rank of responses in Table 10, is “organic farming” (82,5%) followed by “on farm processing of traditional and quality food” (82,5%) then “direct selling of products” (65%),; “biodiversity protection” (12,5%), “didactic and social farms..” (5,0%), “photovoltaic or solar energy production” (5,0%) and so on. “Non food on farm activities..” and “nursery, gardening and landscaping” are the activities that none of the respondents answered. Therefore it is marked that those considered the most innovative activities are not planned by most of the interviewees.
- in **Belgium** when asked about their planned innovative activities, respondents would identify “direct selling of products” (60,1%) and “agritourism” (60,1%), closely followed by “outdoor, environmental and didactic tourism” (53,6%) and “solar and wind energy production” (53,6%) as the most popular answers. No respondent is planning a farm with “nursery, gardening and landscaping activities”.

.About the interest to develop one of the listed activities, Table 11 shows:

- in **Poland** the most popular preferences are “didactic farms linked to agricultural and environmental issues” with 46 respondents (65,7%), “outdoor, environmental and didactic tourism” with 45 (64,3%) and “agritourism” 42 (60,0%).
- in **Italy** most preferences are for “didactic farms linked to agricultural and environmental issues”, 12 respondents (40%), followed by “social farms to support people with social impairment or disabilities”, “on farm processing of traditional and quality foods” and “medicinal plants and health/nutraceutical products”, all with 11 preferences (36,7%). Then, with 10 respondents (33,3%) “organic farming (cultivations and livestock breeding)”, “biodiversity protection (seed and/or breed saving)” and “direct selling of products (various modalities)”. The last one in ranking of interest is “courtyard animals (e.g. sheep,..)” 4



respondents (13,3%). Not very significant the interest for renewable energy sources, with low rates.

- in **Spain** most preferences go to “agritourism”, 18 of 40 respondents (45%), then “organic farming” 9 (22,5%) and “direct selling of products” 8 (20%) and the last ones for ranking of interest are “biodiversity protection”, “medicinal plants”, “courtyard animals” and “photovoltaic or solar energy productions”
- in **Romania** most preferences go to “organic farming” 33 (82,5%), “direct selling of products” 15 (62,5%), “on farm processing of traditional and quality foods” (75,0%). The last ones for ranking of interest is “non food on farm activities (silk, wool and their products)” and “Wind energy” with 0 respondents.
- in **Belgium** in terms of interest, “solar and wind energy production” (53,3%) was identified as the most common answer. This was closely followed by “biomass for renewable energy” (50%), “on farm processing of traditional and quality foods” (43,3%) and “direct selling of products” (43,3%). In a consistent manner from the previous questions, “medicinal plants” and “nursery/gardening/landscaping” did not warrant enough interest from young farmers.

About use of alternative biomass, table 12 shows:

- in **Poland** a large majority of the respondents, 53 of 70 (75,7%), declare their favour to “compost (for farming or gardening)”, 29 (41,6%) interviewees choose “biomass for heating”, 21 (30%) “biomass for energy (biogas)” and 18 (25,7%) “biomass for passive buildings”.
- in **Italy** largely chosen as the best option is “compost” , 18 of 30 responses (60,0%) followed by “biomass for heating” 12 (40,0%) and “biomass for energy” 9 (30,0%). Only 3 respondents were interested on “use of biomass for passive buildings” (10%).
- in **Spain** the best option is “compost”, 23 of 40 responses (57,5%) followed by “biomass for heating” 15 (37,5%) and “biomass for energy” 3 (7,5%).
- in **Romania** the best option is “compost”, 37 of 40 responses (92,5%) followed by biomass for energy 10 (25,0%) and biomass for heating 7 (17,5%).
- in **Belgium** with a particular focus on school farm activity, 3/4 of respondents identified “biomass for heating” as its most desirable use. “Compost” (for farming or gardening) was named as the second most favourite use by more than half of respondents.

## 5. TRAINING NEEDS

*Tables and text commenting per cent rates from the responses on the most popular training needs (32 – 36)*

- in **Poland** for 40 of 70 respondents availability of information and training is adequate. 30 interviewees have the opposite opinion.



- in **Italy** availability of information and training is considered adequate by 14 of the respondents (46,7%), whilst 16 (53,3%) have the opposite opinion. It means that, even if it is necessary to spread much more information and organize training courses, almost half of the interviewees think that information and training courses are satisfactory.
- in **Spain** availability of information and training is considered not adequate by the majority, 32 of 40 interviewees (80%), whilst 8 (20%) have the opposite opinion. It means that a lot of work is necessary to spread information and perform training courses addressed to the target users and based on the most requested training needs.
- in **Romania** availability of information and training is considered not adequate by the majority, 39 of 40 interviewees (97,5%), whilst only 1 (2,5%) have the opposite opinion. It means that a lot of work is necessary to spread information and perform training courses addressed to the target users and based on the most requested training needs.
- in **Belgium** based on their own experience 61% of respondents concluded that the relevant information and training were easily accessible.

About the interest for specific aspects of innovative farming training, Table 14 shows:

- in **Poland** the most interesting aspects of didactic farms activities are “food processing” for 46 of 70 respondents (65,7%), “marketing and direct selling” for 42 (60,0%), “gardening, landscaping, and outdoor tourism” for 40 (57,1%) , “courtyard animals” for 37 (52,9%), “ecological activities” for 34 (48,6%) and “use of biomass and renewable energy sources” 21 (30%).
- in **Italy** for 24 of 30 respondents (80%) "ecologic activities" is the 1<sup>st</sup> choice, then 22 (73,3%) choose "food processing & gastronomy" and 20 (66,7%) “marketing and direct selling”. Less positive responses for "use of biomass & other renewable energy sources" (13 , 43,3%), "gardening, landscaping and outdoor tourism" (12, 40%) and last "courtyard animals for school and social farms". The sample of the interviewees are attracted by managing at farm environment friendly activities and also food processing and gastronomy at farm, also including direct selling.
- in **Spain** 21 of 40 respondents choose “food procesing and gastronomy” (52,5%), then 16 indicate “enviroment friendly activities” (40%) and for 13 interviewees (32,5%) choose “marketing and direct selling”.
- in **Romania** for 24 of 40 respondents (60,0%) “ food processing” is the 1st choice, then 17 choose “ courtyard animals” (42,5%), 12 (30,0%) “ Ecological activities”. Other potential activities are around 20%.
- in **Belgium** when asked which aspects of didactic farm activities would respondents be most interested in, they found "marketing and direct selling as the most relevant" (62%). This was followed by "use of biomass & other renewable energy sources" (48%), "food processing & gastronomy" (44%) and "environment friendly activities" (41%).



About the subjective condition of thinking necessary more knowledge and skills for starting and managing a new activity, Table 15 shows:

- in **Poland** almost everybody, 67 of 70 (95,7%) answers “yes”, whilst only 3 (4,3%) think to have adequate skills and knowledge.
- in **Italy** almost everybody, 27 of 30 (90%) answers “yes”, whilst only 3 (10%) think to have adequate skills and knowledge.
- in **Spain** almost everybody, 34 of 40 (85%) answers “yes”, whilst only 6 (15%) think to have adequate skills and knowledge.
- in **Romania** almost everybody, 37 of 40 (92,5%) answers “yes”, whilst only 3 (7,5%) think to have adequate skills and knowledge.
- in **Belgium** the majority (86%) of farmers who replied to the questionnaire felt that they needed more skills and knowledge in order for them to do more activities.

About the sectors requiring more knowledge and skills, Table 16 shows:

- in **Poland** “outdoor, environmental and didactic tourism” is at 1st place with 44 respondents (62,9%), then “didactic farms linked to agricultural and environmental issues” and “on farm processing of traditional and quality foods” 40 respondents each (60%), “medicinal plants and health/nutraceutical products” 41 (58,6%) and “agritourism” 33 (47,1%).
- in **Italy** “medicinal plants and health/nutraceutical products” holds the 1<sup>st</sup> place with 15 of 30 interviewees (50%), followed by “social farms to support people with social impairment or disabilities”, 14 respondents (46,7%), “biodiversity protection (seed and/or breed saving)” and “biomass for renewable energy or composting or passive buildings”, 12 respondents each (40%), then “on farm processing of traditional and quality foods” and “outdoor, environmental and didactic tourism”, 10 respondents each (33,3%). The last ones are “agritourism” and “direct selling of products (various modalities)”, just 5 respondents each (16,7%) in which most of the interviewees think evidently to be already skilled.
- in **Spain** “agritourism” holds the 1st place for 17 of 40 respondents (42,5 ) then “direct selling of products” is indicated by 16 interviewees (40,0); at the end of the list we find “photovoltaic or solar energy production” and “wind energy” with just 1 respondent (2,5%).
- in **Romania** “on farm processing of traditional and quality foods” holds the 1<sup>st</sup> place for 31 of 40 (77,5%) interviewees, followed by “organic farming” with 30 respondents (70,0%) and “direct selling of products” 25 (62,5%).
- in **Belgium** the area where respondents see their lack of knowledge as most severe is “biomass for renewable energy or composting or passive build” (44%). This was followed by “on farm processing of traditional and quality foods”, “didactic farms linked to agriculture and environmental issues” and “solar and wind energy production” (all 37,9%).



About the preferred learning method, Table 17 shows:

- in **Poland** 60 of 70 respondents (85,7%) prefer “learning by doing, with meetings at, and visits to pilot farm(s)”, 39 (55,7%) choose “residential courses, lasting one week” whilst 14 (20%) subscribe to “self long distance learning (offline courses via internet)” and “non residential courses...”. Less popular are: “blended methodology (front classroom, online and offline training)” (11,4%) and “video-conference organized by the training centre” (8,6%).
- in **Italy** for 19 of 30 (63,3%) respondents “learning by doing” is the 1<sup>st</sup> choice, followed by “self long distance learning (offline courses via internet)” 15 (50%) and “blended methodology (front classroom, online and offline training)” 12 (40%). Then “residential courses, lasting one week”, “non residential courses.. spread over several weeks..” and “video-conference organized by the training centre” 8 respondents each (26,7%). The results seem to be clearly coherent, since work shadowing with “learning by doing” are blended with “self long distance learning”, giving in this way the opportunity to have a practical approach and seize the time by following an offline course.
- in **Spain** for 20 of 40 (50%) respondents “blended methodology ” is the 1<sup>st</sup> choice, then “residential courses, lasting one week”, 18 (45,0%), “non residential courses.. spread over several weeks..” 15 (37,5%) and “self long distance learning (offline courses via internet)” 13 (32,5%). At the end of the list “learning by doing, with meetings at, and visits to pilot farm(s)” with only 5 respondents (12,5%).
- in **Romania** for 29 respondents of 40 (72,5%) “blended methodology (front classroom, online and offline training)” is the 1<sup>st</sup> choice, then “learning by doing” for 25 respondents of 40 (62,5) is the second most preferred method. Due to the lack of knowledge in using the computers and internet, the practical way of learning for our respondents is for most of them by using blended methodology and learning by doing.
- in **Belgium** the most popular answer was “learning by doing, with meetings at and visits to pilot farm(s)” (79%), followed by “blended methodology” (41%), “non-residential courses, with lectures spread over several weeks or months” (37,9%) and “residential courses, lasting one week” (34,5%).

## 6. FARM MANAGEMENT

*Tables and text commenting per cent rates from the responses on farm management (37 – 40)*

- in **Poland** 45 respondents (64,3%) declare to agree with the new Common Agriculture Policy, whilst only 32 (45,7%) of the interviewees think that “the new CAP will make an important change for.. farming activities”. On the other hand almost all of the respondents, 68 (97,1%) agree that “the new CAP aims at making more suitable for multifunctional activities such as school farms”.
- in **Italy** the majority of the respondents, 22 of 30 (73,3%) declare agree on new CAP rules 2014/2020 and sustainability. More than half of the interviewees, 18 (60,0%) think the new



CAP rules will bring an important change and almost all of them, 29 (96,7%) think the new CAP will be adapted to make CAP more favourable to multifunctional activities, such as school farms.

- in **Spain** only 5 respondents declare to be not informed on new CAP rules. More than 95% of the respondents think the new CAP rules will bring an important change and the 87,5 of interviewees think the new CAP will be adapted to make CAP more favourable to multifunctional activities, such as school farms.
- in **Romania** most respondents (77,5%) declare to agree with the new CAP rules which can lead to sustainability.. 34 of the respondents (85,0%) think the new CAP rules will bring an important change and 38 (95,0) of the interviewees think the new CAP will be adapted to make CAP more favourable to multifunctional activities, such as school farms.
- in **Belgium** more than half of respondents (53,3%) agree with the statement that new rules of CAP are more focused than in the past on environmental issues and sustainability of the European farms. 60% of respondents also believe that the new rules of CAP will mark an important change for their farming activities and all 30 respondents find the new CAP rules instrumental in making multifunctional activities more possible.

About aspects relevant to the most interesting specialties for school farms, Table 19 shows:

- in **Poland** 27 of 70 interviewees respond in favour of "official plants & nutraceutical products"(38,6%), 25 (35,7%) "courtyard farm animals", 22 (31,4%) "organic farming & biodiversity" and "from natural fibres (wool, silk, hemp, flax,..) to handicrafts". Under "other" there is 1 respondent for the subject "fish processing".
- in **Italy** the subject that received more "like" is "from wheat to bread and noodles", with 15 of 30 respondents (50,0%), then "renewable energy sources & waste recycling", with 12 respondents (40%), "official plants & nutraceutical products", 11 (33,3%), followed by "organic farming & biodiversity" and "from natural fibres (wool, silk, hemp, flax,..) to handicrafts", 10 (33,3%) and "from milk to cheese" and "from grape to wine and spirits", 9 respondents each (30). Less appreciated of the subjects are "from barley to beer", "from vegetables to preserves & pickles" and "from pastures to meat and milk", 4 respondents each (13,3%). The interest is therefore focused primarily on wheat processing into bread, renewable energy sources, official plants and organic farming, that is coherent with the previous choices for sector and training interest. Interest is also focused on natural fibres, not so common in farming activities and more classic choices for cheese and wine (followed by olive oil with 7 respondents).
- in **Spain** organic farming & biodiversity with 24 respondents is the first option (60%) , then "from olives to extra-virgin olive oil 21(52,5%) and "renewable energy sources & waste recycling" with 19 interviewees (47,5%).
- in **Romania** 26 of 40 respondents (65%) choose as the 1st option "from wheat to bread and noodles", then 20 (50%) "from milk to cheese", 19 (47,5%) "organic farming and biodiversity", 15 (37,5%) "courtyard animals" and 12 (30%) "renewable energy sources &



waste recycling". At the end of the list with 0 respondents are "from fruit to jam", "from grape to wine and spirits" , "from barley to beer" and "from olives to extra-virgin olive oil".

- in **Belgium** most farmers identified "renewable energy sources & waste recycling" as the most interesting specialty for didactic farms (53%). This was followed by activities such as "from milk to cheese" (46%), "from wheat to bread and noodles" (43%). A third of respondents found "from grape to wine and spirits" and "from barley to beer" as interesting.

## 7. PROJECT PLANNING

*Tables and text commenting per cent rates from the responses on project planning (41 – 42)*

About kind of funds, Table 20 shows:

- in **Poland** 43 respondents (61,4%) are favourable to “European grants” , 34 interviewees (48,6%) are for “national grants” and “regional grants”.
- in **Italy** 24 of 30 respondents declare more suitable for funding own development project European grants; 14 interviewees choose "regional grants" and 12 "national grants". Then 5 interviewees declare own interest for "bank loan", 3 "family member" and just 2 "business partner". In this case it is clear a strong attention to subsidies, mainly from European grants.
- in **Spain** 21 of 40 (52,5%) respondents declare to be more interested to get funding from bank loan, 20 interviewees (50%) are interested in Europeans grants; 18 respondents (45%) are favourable to ask for funds from family members and 14 (35%) would like to get funds from a business partner and 13 (32,5%) estimate important the national grants, whilst just 1 (2,5%) regional grants.
- in **Romania** 29 of 40 (72,5%) respondents declare to be more suitable for funding own development project with European grants; 13 (32,5%) interviewees are favourable to get a bank loan; 8 (20%) respondents would like to get funds from a business partner, whilst other funds, national or regional are considered interesting only by few respondents.
- in **Belgium**, when asked what type of funding the respondents gave their preference particularly to European grants (73%) and National grants (66,7%). In a fewer numbers farmers could make use of Bank loans (26,7%), Business partner (23,3%) and a Family member (16,7%).

About type of advice, Table 21 shows:

- in **Poland** 57 of 70 respondents (81,4%) prefer “public advisors”, 30 (42,9%) prefer “other experienced farmers”; 23 (32,9%) choose “experts from research centres and universities”, 22 (31,4%) prefer “advisors from financial institution”; 15 (21,4%) choose “private advisors” and 11 (15,7%) choose “Advisors from the Farmers’ Association”.
- in **Italy** 21 of 30 (70,0%) respondents refer to “farmers’ associations”, 14 (46,7%) to "experts from research centres as well as " other experienced farmers", 9 (30%) to “private



advisors", 4 (13,3%) to "Public Extension Service" and just 3 to "advisors from financial institution". Also this section seems to be coherent with the previous responses, with specific reference to European grants and other kind of subsidies and a very small interest for bank loan, and consequently advisors from financial institution.

- in **Spain** for 32 of 40 (80%) respondents the first option is "advisors from the Farmers' Association", then "private advisors" with 23 respondents (57,5%) and "experts from research centres and universities" with 12 respondents (30%); just 2 (5%) interviewees prefer "other experienced farmers", whilst 0 respondents choose other categories.
- in **Romania** 34 of 40 (85,0%) respondents refer for advice to "private advisors", 33 (82,5%) to "farmers' associations", 32 (80,0%) "other experienced farmers" and 16 (40,0%) to "..research centres and universities" or "advisors from financial institution".
- in **Belgium** in terms of advice for setting up a school farm project, respondents ticked three answers more often than others: "advisors from the Farmers' Association" (56,7%), "private advisors" (53,3%) and "experts from research centres and universities" (50%).



## PART B - QUESTIONNAIRE FROM THIRD PARTIES

### 1. METHODOLOGY

*When, where, how and number of interviewees*

#### Questionnaires from experts/third parties

- in **Poland** the survey started on February 28th 2014, based on the list of agricultural advisors cooperating with Nationwide Network of Educational Farms. The formal personal invitation for participating in the survey was extended via post office to 19 advisers from 16 Agricultural Advisory Centres in 16 voivodships covering the whole national territory. The filled in questionnaires were received back till March 15th. The total number of interviews were 17.
- in **Italy** the survey started on April 2nd 2014 and ended on May 26th, later than expected due to move of the office to another location. It was based on an interview plan targeted to agronomists and other experts with work experience in the sector of female and young farmers. About the methodology used, a summary of the project and the objectives of the questionnaire were presented to the selected experts. Such a presentation was given partly face to face and partly by telephone. The 3rd party questionnaire was sent to the experts by email and AèV offered them its support to fill in the questionnaires by instituting a “help desk” for any information and explanation. The interviews come back have been 10 of 10, all of them by email.
- in **Spain** the survey started on January 2014 based on an interview strategic plan focused on the list of the potential interviewees with related addresses and contact ways. About the way to inform the potential experts, it was presented the project in summary and the objectives of the questionnaire. The interviews come back have been 10.
- in **Romania** the survey started on January 13th 2014, based on an interview strategic plan focused on the list of the potential interviewees with related addresses and contact ways. About the way to inform the potential experts, it was presented the project in summary and the objectives of the questionnaire.
- in **Belgium** the results are an aggregate of both paper form questionnaires and questionnaires filled in via an online survey. CEJA has collected 10 questionnaires from experts/third parties. Six of the ten have been received in a paper form and disseminated at a number of events organized by CEJA with a participation of experts. In addition, CEJA has obtained information from four more experts who filled in the questionnaire online. All questions, unless indicated otherwise, were answered by all ten respondents.

### 2. DEMOGRAPHICS

*Some information from the answers to questions in first part “personal data”: areas of work, age, experience, gender.*



- in **Poland** the respondents were 17, advisers from Agricultural Advisory Centres, all of them women, and with role of managers or agritourism specialists., with 15,1 years average experience in this sector.
- in **Italy** the respondents were 10, 4 of them women and 6 men, with an average work experience of 22 years: 2 of them agronomists, 4 policy makers and 4 training experts. Part of them are members of different associations referring to Italian confederation of farmers and part are public officers. The positions in the institutions are basically executive directors, trainers and advisors. The geographical coverage corresponds to North, Centre and South of Italy.
- in **Spain** the respondents were 10, 3 of them women and 7 men, with an average work experience of 13,5 years. All of them are members of different associations referring to many spanish asociatios and public administration whos worked directly with farmers. The positions in the organizations are basically executive directors, trainers and advisors. The geographical coverage corresponds to South of Spain.
- in **Romania** the respondents were 10, 2 of them women and 8 men, with an average work experience of 29,5 years. All of them are members of different farmers associations. The positions in the organizations are basically executive directors, trainers and advisors. The geographical coverage corresponds to west of Romania, especially Timis county.
- in **Belgium** the reluctance of experts to provide some personal information has resulted CEJA not having been able to offer an elaborated account of their gender, names or agencies they work for. What can be said however, is that the most common positions among the experts were President, Project Coordinator/Manager and Office Leader. The average number of years that experts have spent in their sector was 6.

### 3. INNOVATIVE TRENDS

*Tables and text commenting per cent rates from the responses on the most popular trends (questions 1 – 3)*

About reasons for changes by farmers in own work area, Table 2 (Question 1) shows:

- in **Poland** 13 (76,5%) of 17 respondents suggest "diversification of income sources", 12 (70,6%) of interviewees focus on "making their farms more profitable and to earn extra income" and 11 (64,7 %) of the respondents "to search for a better way of life".
- in **Italy** 9 of 10 respondents (90%) focus on making farm more profitable and to earn extra income, 7 (70%) on diversification and stability of income sources, 5 (50%) on making businees more sustainable, 3 each (30%) to search for a better way of life and escape from unemployment in other sectors and finally 2 (20%) to give their relatives better employment opportunities. No response for receive a grant in form of a project under European funds. Even if with more enfasis on more profitability and economic issues, such as diversification and stability, also significant is, in 3rd place the long term sustainability.



- in **Spain** 8 of 10 respondents (80%) focus on "to make their farm more profitable and to earn extra income"; then 7 interviewees (70%) choose "to make their business more sustainable in the long term" and 6 respondents "to diversify their sources of income".
- in **Romania** 8 of 10 respondents (80%) focus on sustainability, 8 of 10 respondents (80%) focus on diversification of income sources and 8 of 10 respondents (80%) focus on making their farms more profitable and to earn extra income.
- in **Belgium** experts, similarly as farmers themselves, identified "diversification as the source of income" as the most salient (90%). This was followed by "making business more sustainable in the long term" (70%) and "making farms more profitable" (60%). Only one expert agreed that EU funds (10%) serve as an incentive to introduce changes.

About the opinion on innovation measure of activities, Table 3 (Question 2) shows:

- in **Poland** the most voted are "biomass for renewable energy or composting" (4,3/5), "medicinal plants and health/nutraceutical products" (4,1/5) and "non food on farm activities (silk, wool and their products)" (4,1/5).
- in **Italy** "social farms to support people with social impairment or disabilities" is in 1<sup>st</sup> place (4,1), then "didactic farms linked to agricultural and environmental issues" (4,0), "medicinal plants and health/nutraceutical products "biodiversity protection" (3,8), "nursery, gardening and landscaping" (3,7), "direct selling of products (various modalities)", (3,6) and "biomass for renewable energy or composting". Courtyard animals is the category considered the least innovative. In comparison with the criteria expressed by the farmers' sample the three first choices are the same, that means a full vision convergence between farmers and third parties.
- in **Spain** "nursery, gardening and landscaping" is in 1st place (4,2), followed by "direct selling of products (various modalities)", "non food on farm activities (silk, wool and their products)" (3,9), and "wind energy" (3,7). The least appreciated are "agritourism" and "organic farming" (1,6).
- in **Romania** "didactic and social farms linked to social issues of civil society" and "photovoltaic or solar energy production" are in the 1<sup>st</sup> place (5/5), followed by "biodiversity protection (seed and/or breed saving)" (4,9/5) and "agritourism" (4,6/5).
- in **Belgium** in terms the farming activities, experts ranked "social farms to support people with social impairment or disability" as well as "outdoor, environmental and didactic tourism" as the most innovative – as opposed to "courtyard animals" which was branded as the least innovative.

About interest for innovative activities, Table 4 (Question 3) shows:

- in **Poland** 15 (88,2%) of the respondents choose "didactic and social farms linked to social issues of civil society", 13 (76,5%) "direct selling of products (various modalities)" and 11 (64,7%) "on farm processing of traditional and quality foods".



- in **Italy** 7 of 10 respondents (70%) choose "organic farming (cultivations and livestock breeding)", 6 (60%) "biodiversity protection (seed and/or breed saving)", 5 (50%) for each item choose "medicinal plants and health/nutraceutical products", "direct selling of products (various modalities)", "outdoor, environmental and didactic tourism", "didactic farms linked to agricultural and environmental issues" and "social farms to support people with social impairment or disabilities". The least choice is "courtyard animals". These choices are coherent with those indicated by the farmers' sample, even if "organic farming" is considered the first choice by the experts.
- in **Spain** the most appreciated innovative activity with 6 respondents (60%) is "on farm processing of traditional and quality foods, followed by "direct selling of products (various modalities)" with 4 (40%). At the end of the list "nursery, gardening and landscaping", "didactic and social farms" and "biomass for renewable energy or composting", with 1 respondent each (5%).
- in **Romania** 9 of 10 respondents (90%) choose "organic farming" and 6 (60%) "didactic and social farms linked to social issues of civil society". Then "biodiversity protection", chosen by 5 respondents (50%) and "biomass for renewable energy or composting". These choices are mostly coherent with those indicated in the survey by the farmers.
- in **Belgium** when asked about which of the above activities they considered as interesting for young farmers, women or new farmers experts identified a number of them: "organic farming" (70%), "biodiversity protection" (70%), "direct selling of products" (70%) and "social farms to support people with social impairment or disabilities". The least interesting activity was, again "courtyard animals" (10%).

#### 4. TRAINING NEEDS

*Tables and text commenting per cent rates from the responses on the most popular training needs (Question 4)*

About more requested training on innovative activities, Table 5 shows:

- in **Poland** "didactic and social farms linked to social issues of civil society" with 12 of 17 respondents (70,6%), holds the 1st place, then "on farm processing of traditional and quality foods" with 11 respondents (64,7%), "direct selling of products (various modalities)" 10 respondents (58,8%), "medicinal plants and health/nutraceutical products" 9 respondents (52,9%) and "biodiversity protection (seed and/or breed saving)" and "Medicinal plants and health/nutraceutical products" with 9 respondents each (52,9%).
- in **Italy** 6 of 10 (60%) interviewees indicate "organic farming (cultivations and livestock breeding)" and "biodiversity protection (seed and/or breed saving)" as the first choice. Then 5 (50%) respondents indicate "didactic farms linked to agricultural and environmental issues", "social farms to support people with social impairment or disabilities", followed by 4 (40%) interviewees each item indicating "medicinal plants and health/nutraceutical products", "nursery, gardening and landscaping", "outdoor, environmental and didactic tourism" and "solar and wind energy production". The least choice 1 (10%) is "courtyard animals". Also in this case, in coherence with the choices for training of farmers, indicate for



the sector food organic farming and biodiversity, and for these sector didactic activities, agricultural and environmental and social issues. Solar and wind energy are also considered important for training requirements.

- in **Spain** "on farm processing of traditional and quality foods" was chosen by 4 of 10 respondents (40%) followed by "biodiversity protection (seed and/or breed saving)", "nursery, gardening and landscaping" and "direct selling of products" indicated by 3 interviewees each (30%).
- in **Romania** 8 (80%) of 10 interviewees indicate "organic farming" and 7 (70%) "didactic and social farms", then "biomass for renewable energy or composting" chosen by 6 respondents (60%) is also considered for training needs.
- in **Belgium** experts believe that the areas where farmers may need more training is "social farms to support people with social impairment or disabilities" (50%) and "didactic farms linked to agricultural and environmental issues" (40%). They also hold that activities such as "courtyard animals" (10%) and "non food on farm activities" (10%) require the least amount of additional training.

## 5. MANAGEMENT

*Tables and text commenting per cent rates from the responses on management (question 5)*

About the most important specialties for school farms, Table 6 (Question 5) shows:

- in **Poland** 13 of 17 respondents (76,5%) indicate "courtyard farm animals", 11 (64,7%) "from wheat to bread and noodles", 9 (52,9%) "official plants & nutraceutical products", 8 (47,1%) "organic farming & biodiversity" and 7 (41,2%) for "from natural fibres (wool, silk, hemp, flax,..) to handicrafts".
- in **Italy** 8 of 10 (80%) indicate "from milk to cheese", then 6 (60%) indicate "from wheat to bread and noodles", 4 (40%) "from olives to extra-virgin olive oil". A group of five responses given by 3 interviewees, (30%) indicate "from nectar to honey and other bee products", "from barley to beer", "renewable energy sources & waste recycling", "organic farming & biodiversity" and "official plants & nutraceutical products". The least chosen are, with just 1 (10%) response, "multi-purpose use of wood" and "from vegetables to preserves & pickles", whilst there is no response for "from fruit to jam" and "from grape to wine and spirits". The chosen themes are similar to those mostly chosen by the farmers' sample, as for breads & noodles and cheese, but with exception of "wine & spirits", perhaps considered to be only for very high oenology specialization by the experts. Beer is to be considered a new entry, since in the last few years home-made beer has become popular in Italy as well as honey. Also very popular and to be considered very fitted to didactic activities are organic farming, official plants and renewable energy sources.
- in **Spain** "organic farming & biodiversity" is chosen by 7 respondents (70%) followed by "renewable energy sources & waste recycling" 6 (60%), "from wheat to bread and noodles" 5 (50%) and then "from milk to cheese" and "from olives to extra-virgin olive oil" 4 (40%). Some activities got 0% score.



- in **Romania** 8 of 10 respondents (80%) indicate “organic farming & biodiversity”, then 6 (60%) “from wheat to bread and noodles” and 4 each (40%) “from milk to cheese” and “renewable energy sources & waste recycling”.
- in **Belgium** when asked about specialties and didactic farms, respondents indicated “from milk to cheese” (80%) activity as the most interesting. This was followed by “from nectar to honey and other bee products” (50%) and “courtyard farm animals” (40%). A couple of answers were identified as not interesting at all such as “from barley to beer” (0%) and “multi-purpose use of wood” (0%).

## 6. INFORMATION AND TRAINING

*Tables and text commenting per cent rates from the responses on information and training (6 – 7)*

About availability of information and training, Table 7 (Question 6) shows:

- in **Poland** 13 of 17 (76,5%) respondents think information and training are adequately available, whilst 4 (23,5%) do not think so.
- in **Italy** third parties have the same percentage of responses (50%) in comparison to those provided by the farmers.
- in **Spain** 8 of 10 (80%) respondents think information and training are adequately available, whilst just 2 (20%) have the opposite opinion, likewise for farmers' survey.
- in **Romania** 8 of 10 (80%) respondents think information and training are adequately available, whilst just 2 (20%) have the opposite opinion, likewise for farmers' survey.
- in **Belgium** 70% of experts believe that information and training for school farm management is not easily accessible.

About preferred learning method, Table 8 (Question 7) shows:

- in **Poland** according to 17 of 17 respondents “learning by doing, with meetings at, and visits to pilot farm(s)” is the best learning method (100,0%); at the 2nd place for 12 interviewees (70,6%) “residential courses lasting one week”; at the 3rd place for 5 experts (29,4%) is “blended methodology (front classroom, online and offline training)”
- in **Italy** “blended methodology (front classroom, online and offline training)” is the 1<sup>st</sup> choice, with 8 of 10 respondents (80%), immediately followed by “learning by doing”, with 7 respondents (70%). Also “self long distance learning (offline courses via internet)”, with 5 respondents (50%) is well evaluated, such as for the farmers, and also “video-conference organized by the training centre” is appreciated by the experts, contrary to opinion of farmers. “Non residential courses..” positively evaluated by the farmers as well as “residential”, are not appreciated by the experts, with 1 positive response, whilst “residential courses, lasting one week” have been chosen by 3 respondents (30%).



- in **Spain** “non residential courses” is largely the 1st choice, with 7 of 10 respondents (70%), followed by “ residential courses.. ”, 6 (60%). Other options positively evaluated by the farmers, such as e.g. “blended methodology courses..” are not appreciated by the experts.
- in **Romania** “blended methodology” and “learning by doing” with 7 respondents each (70%) are largely the 1st choices. Other options are not so appreciated by the experts. These options are also correspondent to those mostly preferred by the farmers.
- in **Belgium** in terms of the type of training and learning methods experts preferred "learning by doing, with meetings at and visits to pilot farm(s)" (90%). This method was followed by "self long distance learning" (60%). "nonresidential courses" (10%) proved to be the least preferable.

## PART C.1 - SUMMARY OF THE CONCLUSIONS FROM THE NATIONAL REPORTS

Agritourism is a successful model for a rural development based on multifunctional activities different of fibres and food production. Agritourism, started as rural accommodation, refreshment and farm food taste for visitors, has evolved towards all kind of services that farmers can provide to customers, including various leisure activities (environmental, outdoor, active, didactic and social tourism). Organic farming and quality food processing from farm products, as well as rational use of renewable energy sources for energy, heating and composting, gardening and landscaping, use of medicinal plants and health food, are all activities well connected to agritourism.

Didactic activities, linked to agricultural and environmental issues or social support to people with disabilities, need specific competencies and training.

This framework for multifunctional activities aiming at increasing sustainability and competitiveness of farming and addressed to school farm training is confirmed in the responses to the questionnaires for farmers and experts. Very important in this area is the role of female entrepreneurship, whilst young farmers are also very engaged in didactic farms, as well as entrepreneurs from other work activities.

The framework, vision, target groups and envisaged outcomes of the FARMLAND project are very consistent with the objectives of increasing competencies and employment opportunities in rural areas. The survey results go in the same way stressed by the European Commission in relation to employment issues in rural areas.

Actually in Communication from the Commission of 21 December 2006 entitled "**Employment in rural areas: closing the jobs gap**" [COM(2006) 857] from 8.5.2007 was stated: "In order to successfully adjust production structures in the Member States, it is essential to improve competitiveness and environmental sustainability and to boost jobs and growth. The problem is



that many farmers still do not have the necessary skills in terms of innovation, diversification, bioenergy production, provision of environmental services and development of local services. For this reason it is imperative to promote research and development, vocational training, advisory services and innovation".

In **Poland** farm based education is a new and promising way of generating income for farms and was seen as a method for increasing income and diversifying the rural economy. The social mission of teaching farms is to disseminate knowledge on rural areas and their social, cultural, historical and natural assets, in particular among children and young people. Teaching farms allow for a dialogue to be developed between rural and urban areas, they enrich knowledge on rural and farming issues such as food production, but also increase individual sensitivity and willingness to experience unusual things.

In 2011 the concept of creating a Nationwide Network of Educational Farms was developed after the completion of a nationwide survey and a review of good practices implemented in Poland and abroad. The notion of a teaching farm was also clearly defined as an activity which:

1. is located in a rural area,
2. is run by an inhabitant of a rural area,
3. accepts children and young people to teach them elements of the school curriculum through an off school activity,
4. keeps and presents farm animals or pursues arable farming,
5. offers at least two types of the following education classes:
  - plant production,
  - animal production,
  - produce and food processing,
  - environmental and consumer awareness,
  - rural heritage, traditional rural trades, folk handicraft and folk art.

The Nationwide Network of Educational Farms is coordinated by the Agricultural Advisory Branch in Krakow and supported in the field by the Voivodeship Agricultural Advisory Centres in all of the 16 Polish Voivodeships.

Educational Farms working in the Network are very powerful and aware of social significance of the farm based education. The most interested in launching teaching activities at their premises are agritourism managers since this is for them an opportunity to extend their own offer as well as the tourist season. The Nationwide Network of Educational Farms is also open to those farms who want to launch teaching activities even though they do not generate additional income from the provision of accommodation services, but are nevertheless able to prepare an offer for a one-day course of education.

As the survey shows there is a positive farmers' attitude towards change and innovation. Interviewees see **didactic activities linked to environmental and social issues of civil society** as well as **outdoor and environmental tourism** and **agritourism** as a chance for the country development and improvement of their personal way of life. They have expectations to be supported by CAP 2014-2020 in this perspective of innovative activities, such as didactic farms. According to the survey the Polish educational farms should be mostly focused on specialty training such as **official plants and nutraceutical products, courtyard farm animals, organic farming** and **biodiversity**. They are open for the new vocational training opportunity and prefer **learning by doing** and sharing practice by professional study tours.

In **Italy** an effective and user friendly training in innovative multifunctional activities is requested by farmers and recommended by experts, based on learning by doing methodology combined with



self long distance learning and brief courses, as from the results of the FARMLAND survey in Italy, without significant differences between farmers and third parties.

The most innovative trends for farmers are **didactic, environmental and social farms**, also linked to **organic farming** and coupled with **biodiversity protection**, that is confirmed as one of the most successful innovative trends in agriculture since more than 40 years in Italy and still expanding towards new producers and markets. New entry can be considered, according to interest, innovative trend and training need, **growing of medicinal plant and use of nutraceutical/health products**. Specific activities such as didactic open farms, social farms, services for outdoor and environmental tourism are also confirmed in expansion with further expected development and therefore considered innovative and object of requested training needs. Many farm stays also offer sports, recreation and cultural activities. Special laws have been created to license farm stays and fix quality standards for accommodation, with related training needs. Many of the agritourism farms are also licensed for food service, linked in this way to traditional recipes, food processing and direct selling at farm by offering tasting of own farm products and therefore also suitable for didactic activities mainly addressed to primary and secondary schools.

**Nursery, gardening and landscaping** are appreciated for training by farmers and experts, even if not at the top, since they can integrate work opportunities for farmers, also offering services for garden design and maintenance, park and landscape design for private and public customers, as well as for internal management of gardens and groves that can be dedicated to guests and didactic activities.

Also there is a focus on the **green economy**, based on activities respecting environmental measures, also addressed to innovative production of energy from **renewable energy sources** (RES), that is increasing in interest and performances in the framework of the most innovative farms, as more sustainable and integrated with extra-incomes. In agriculture the green economy has started to involve more and more farms in all the main typologies of sources: biomass, biogas, bio-fuels, solar thermal and photovoltaic energy, wind energy. This context can be also very useful to organize sessions, workshops and courses at farm based on use of biomass for different purpose and solar and wind energy production. Limitations of land occupation with photovoltaic panels and wind mills have arrived in some EU countries since a couple of years due to landscape protection. Training in this framework is requested by farmers as an highly appreciated integration of knowledge and skills.

The **methodology for training supply** is mostly oriented to get **learning by doing** apprenticeship and work shadowing. **Self long distance learning** is preferred to the traditional classroom, with an option for combined training courses, even if is to be overcome the disadvantage due to the still existing digital divide in rural areas.

It is interesting that farmers are also somewhat favourable to both non residential courses with lectures spread over several weeks or months and residential courses lasting one week. It means that training should try to be consistent with farmers' time scarceness. A well tailored user friendly course is therefore intended as a wise blend of limited theoretical approach to set up the main themes in a very short and effective way, a large learning by doing time spending, compared to a limited whole course, with involvement of experts and simultaneous active participation of an experienced and successful farmer and interactive training modules also involving trainees in discussions based on real problem setting and solving from case studies.

About the core themes to be included in the FARMLAND curriculum, in Italy farmers choose first of all **"from wheat to bread and noodles"** and then **"renewable energy sources & waste recycling"**, **"official plants & nutraceutical products"**, followed by **"organic farming & biodiversity"**, **"from natural fibres (wool, silk, hemp, flax,..) to handicrafts"**, **"from milk to cheese"** and **"from grape to wine and spirits"**.



Experts choose, as the most trendy training modules “**from milk to cheese**”, “**from wheat to bread and noodles**”, “**from olives to extra-virgin olive oil**”. Then “**from nectar to honey and other bee products**”, “**from barley to beer**”, “**renewable energy sources & waste recycling**”, “**organic farming & biodiversity**” and “**officinal plants & nutraceutical products**”.

Contents suitable for training in the agriculture sector transferable within the EU Member States, are to be designed in coherence with the European Qualifications Framework. So a special attention to the EQF standards has to be paid during the implementation of FARMLAND training curriculum.

In **Spain** The number of Farmers were 40 of which 25 Women and 15 Men. While for 3rd Parties were totally 10, 3 women and 7 men. So the influence of women’s point of view was much more important in the selected farmers group. It is to be marked that 42,5% of farmers have crop production and 42,5% agritourism. The level of agritourism activities in Andalusia is quite high due to the rural development policies in the last 20 years. The average farm area is 21,48 ha. mostly constituted of arable lands. 77,5% of farm activities consist of olive oil production. In this area of Spain Olive trees is one of the most common activity. Within agritourism restaurant service is very well developed according to the questionnaires. 80% of the farms are owned through the family, that is absolutely normal and follow a long historical tradition. 62,5% have not other work experience because they started working very young in the family farms.

In relation to the reasons to innovate for farmers to diversify the incomes (62,5%) and make business more sustainable at long term (52,5%) are the most important reasons. For the 3rd parties 80% prefer to make the farm more profitable with extra incomes and 70% more sustainable at long term. The point of view comparing the two groups, farmers and experts, is quite similar.

About innovative activities for farmers **quality food, biomass** and **didactic farms** are the most important ones, whilst for 3rd parties are quite different, such as **nursery and gardening** and **non food on farm activities**. Actually it seems to be not strange since farmers have more realistic and direct approach to the reality of their farms, whilst experts have a general and long term vision.

Agritourism still continue to be taken in account for the new plan activities by many farmers. Farmers have also a strong interest in **biomass production** mainly for compost. **Direct selling** is an important activity to be developed both for farmers and 3 parties. Both groups agree about lack of information and training (80%). The most important role in this area belong to farmers organizations. Farmers feel they really need **more skills and training**, 85%, for new innovative activities, more specifically for **agritourism** and **direct selling**.

In relation to type of training the answers from both groups are quite different, since **farmers prefer blended methodology**, 50% and **3rd parties non residential courses**, 70%. The preference of farmers for blended methodology is due to the opportunity to combine work and training at the same time. About the specialties for farm schools preferred by farmers, they are **organic farming and biodiversity**, 60% and **from olives to extra virgin olive oil**, 52,5. Both of them are in relation with the farming activities in Andalusia, that is, by the way, is the first region for organic products in Spain. The preference of farmers for advice from farmers' associations (80%), is due to the high number involved in farmers' membership and tight relation between farmers and agronomists.

In **Romania** Romanian agriculture is developing fast in terms of technology and knowledge. Nevertheless, big farms have easier access to funds and are more able to make profits, whilst small farms (family farms) are not so well prepared for future agricultural needs and opportunities. By creating new ways for developing their businesses, it is possible to develop a new mentality for most of the Romanian farmers. With the new trend, for example ecology, our country’s farmers want to learn more about different aspects of a modern agriculture, such as organic farming,



different ways of food production, energy saving methods etc. The **didactic or social farms are very poorly represented in Romania** due to the lack of knowledge or training.

FARMLAND is the perfect program for present or future farmers, for the women or youngsters that want to create a better life for themselves or to develop their own ongoing agricultural business. Although information about agriculture can be found and is actually available in Romania, all interviewees responded that a better information and training, especially in the new and innovative agricultural trends, is required.

The majority of the targeted profiles by the FARMLAND program are foreseen to be available by internet, but most of the respondents suggested the use of **combined techniques of teaching**, online courses and offline meetings. According to these results from the questionnaires, a well balanced and sound teaching methodology has to be provided by the project outcomes.

The most innovative trends corresponding to training needs according to the farmers are from the top of the list, "**organic farming**", "**didactic and social farms**" and "**biomass for renewable energy or composting**", exactly with the same sequence from the responses of the third parties.

With respect to the didactic specialties considered more useful by the farmers "**from wheat to bread and noodles**", "**from milk to cheese**", "**organic farming and biodiversity**", "**courtyard animals**" and "**renewable energy sources & waste recycling**" are the most appreciated. For the experts "**organic farming & biodiversity**" and "**from wheat to bread and noodles**" are the best choices for school farm training.

in **Belgium and other Northern European countries** CEJA, the European Council of Young Farmers is an EU-wide organization which represents the political interests of around two million young farmers. As such, answers that we have collected for the purpose of this needs analysis report vary depending on the origin and location of the farmer or expert. Despite this diversity, some trends and patterns can be identified:

- As far as multifunctionality of farming is concerned, farmers believe that the primary impetus for innovative farming is higher profitability (75%) while experts believe it to be diversification of sources of income and stability (90%).
- When asked about which of the listed activities they considered as most innovative both farmers and experts identified "**social farms supporting people with social impairment or disabilities**" as the most popular answer. Although social farms were identified as the most innovative by both groups, the most common forms of multifunctionality for farmers are considered those related to "**direct selling**" and "**agritourism**".
- In terms of the alternative use for **biomass**, farmers have clearly expressed their preference for the material to be used as a **source of heat** (76%).
- A somewhat significant divide between farmers and experts can be observed in the question on availability of relevant information and training. From the results of the questionnaires we can observe that two thirds of farmers believed training was available but only 30% of experts agreed with this statement. Although considered available, 86% of farmers would still welcome more of such **training, especially in the area of biomass**.
- When analyzing the types of training, **learning by doing** was the most preferred educational method both for farmers (79%) and experts (90%).

## PART C.2 - GENERAL CONCLUSIONS

From the complexity of national realities expressing notable differences from samples constituted of farmers and experts too limited for a well-founded statistic analysis, however **the report from the questionnaires highlights the opportunities given by those considered the most**



**interesting innovative trends in agriculture and training for farmers, the most effective learning methodologies and the most popular contents to be learnt by a course on school farm and didactic farm activities.**

The **target groups** of the FARMLAND project, young and female farmers as main reference, but also including entrepreneurs from other sectors interested to develop a multifunctional farm, show to be particularly attracted by this kind of innovative themes and training and suitable to start, improve and network work and development in rural areas, with opportunities for new skills.

Starting from the same target groups the **demographic data** are quite similar for age and gender, as well as for kind of education, even if there are different depending of different school structure in the three target countries and with a prevalence of high school bachelor and university degree, compared to a more modest education of farmers in general. It depends of a sample taken not such as an average of the agricultural workers, but of youngsters and female entrepreneurs, first of all, who can be more interested in planning and managing school farms and didactic activities of various kind. By the way, it is notable that in Poland all of the interviewed experts were female, so that the balance of 3rd parties can be in this case partially moved to highlight the role of women in the framework of the agricultural extension/advice services. In the same way, also the structural data, where declared, are reproducing in all countries medium size (and, in the case of Romania, large size) more than small farms for arable land, whilst more closed to small size farms are data for animal production.

The most common **on farm activities** show differences under a cultural as well as an agricultural profile: in Italy and Spain they are linked to traditional food processing with reference to all kind of produce or meat processing and often addressed to the farm or commercial market, whilst in Poland and Romania, and even in the sample of respondents collected by CEJA, the on farm products are mainly for family consumption (such as "production of jams and other fruit based preserves.."). An other basic point for school farm activities, together with knowledge on food processing, **agritourism**, since it is to be considered a good starting point for accommodation provided by the farmers, it is highly and traditionally developed in Italy and Spain, also under ongoing development in Poland, whilst there was no respondent from the questionnaires in Romania and from CEJA. This can be a weak point from the survey to be adequately considered for the teaching materials. It is therefore strongly recommended to start from basic but clear teaching materials helping effectively farmers to plan, design and start a good project of didactic activities.

The answers to the **questions on labour** demonstrate that in all countries the profession of farmer is based on transmission of the property (and knowledge) through the family. Most respondents, in all countries, had no or few extra-family workers, mainly of them engaged for seasonal work. Under this respect **multifunctionality in farm management and, more specifically for its relevance with the FARMLAND project, didactic activities, can generate more income, sustainability and work.**

It is a common vision of the respondents, whether farmers or experts, to state the importance of innovative and multifunctional trends in agriculture and rural development for **economic stability and sustainability of European farms.**

The most appreciated innovative trends are listed by the interviewed farmers, starting from the top with **didactic and social farms** in Poland, in Belgium (Northern Europe) and Italy, also adding **biodiversity** and **medicinal plants**, whilst are more focused on **agritourism** and **organic farming** in Spain and on **renewable energy sources** in Romania, also highlighted by CEJA in EU Northern countries.

The same activities are considered the reference framework of those foreseen to be planned for all the respondents, excepted in Romania, where the planned activities are above all focused on **organic farming** and **direct selling of products.**



About use of biomass, **compost** is considered in Poland, Italy, Spain and Romania the best option, whilst from the survey of CEJA most choose **heating**. It seems that alternative use, i.e. for energy, of renewable energy sources is not still so popular.

**Availability of information and training** is considered adequate in Poland, Italy and Belgium, not adequate in Spain and Romania. Nevertheless, user friendly information and training is to be recommended in any country.

**European grants** are considered by farmers, in all the involved European countries, the most appreciated funds to start a new activity in agriculture, even if national and regional grants are also considered and business financial partnership preferred to loan from bank or family members.

The type of advice seems to be probably depending of the partner social role, since **farmers' association** is chosen in Italy, Spain and Belgium, where the references for the survey come from inside farmers' organizations, in Poland **public advice** and in Romania **private advice** for similar reason.

As partially already shown, the surveys from experts do not mark strong differences compared to similar questions and relevant answers from farmers.

Some options for evaluating innovative trends, interests, activities to be planned and training needs are not completely corresponding to those indicated by the farmers, sometimes with an evidence of different perspectives, as i.e. in Spain, but they are in general to be enough consistent.

The subjective involvement of farmers for own farm and planning for future can explain some limited adhesion, for instance, to the use and management of renewable energy sources, as a main reference point for the multifunctional and didactic farm.

The long list of opportunities for training on school farm activities, have favoured the expression of a large range of choices, even if it has made more difficult to choose, i.e. what module is to be assigned to a partner rather than to another.

### **PART C.3 - SUGGESTED TASK SHARING WITHIN THE PARTNERSHIP AND RECOMMENDATIONS BASED ON TRAINING NEEDS REPORT**

The modern **Information and Communication Technologies** are to be considered absolutely necessary for a training system available at European level, even if from all the surveys digital divide and computer literacy problems are highlighted, that's why long distance learning alone and online training courses are not so successful in the opinion of the respondents, but it is necessary to provide training tools based on **combined methodology**, also with opportunities of residential or non-residential courses, possibly without continuous staying due to time scarceness.

The **European Qualifications Framework** are to be considered, as described in the approved project, necessary to define the level of difficulty and competence for each module.

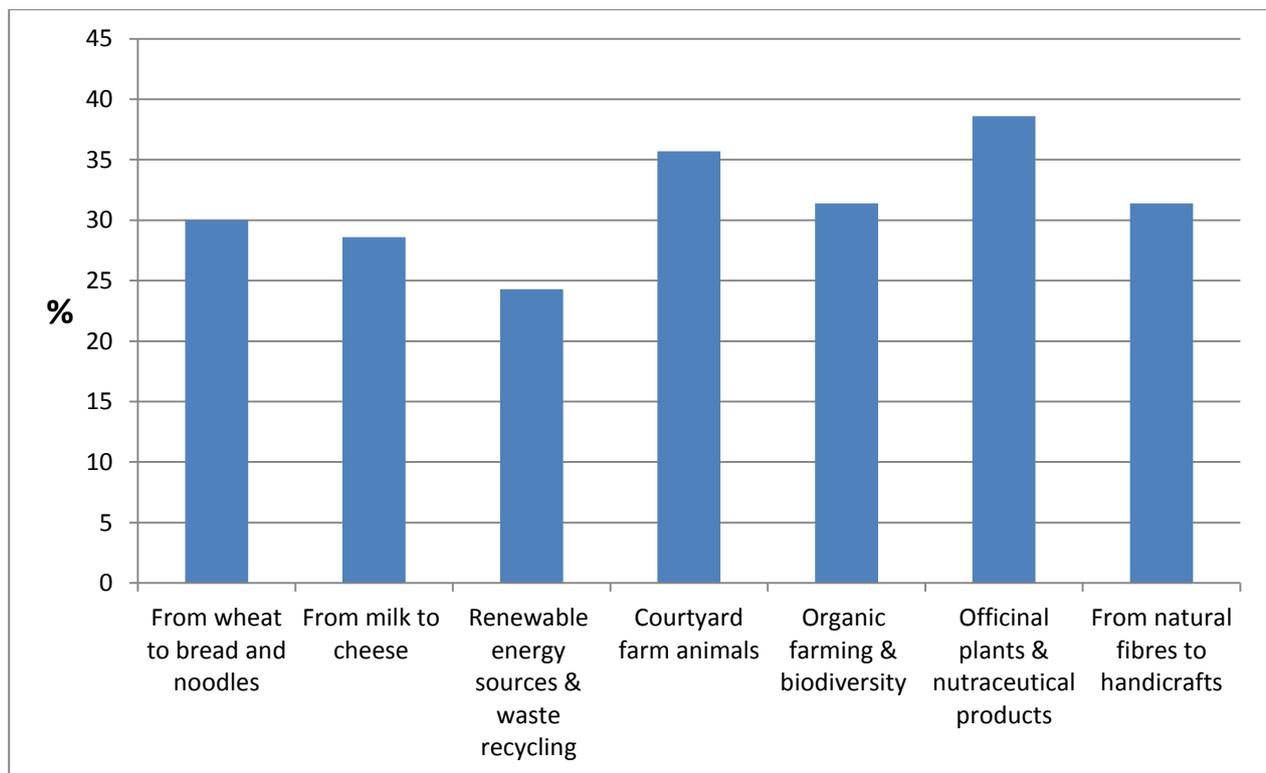
As a consequence, the FARMLAND teaching materials, available both online and off-line, should be made of an module of introduction to the farm school and didactic activities and modules presenting the most popular specialistic farming process, duly but shortly described and completed with related competencies. with an association of brief texts, pictures and videos, as samples of education programs that is possible to provide at farm. The online model will be designed interactive, also including a sequence of significant answer/response enabling the user to improve progressively own competence and obtain the relevant level certification (from level 2 to level 4).

The Module 1 (EQF Level 2 and 3) "**Introduction to plan and manage a school farm**" (Starting a school farm - School farm networking - Social relationships - Rules and regulations to be respected - Educational issues - How to plan and manage a didactic farm - Agricultural didactic program - Environmental didactic program - Social didactic program - Guidelines to farm school business plan), will be provided by "**Agricoltura è Vita**", in collaboration with the other partners, as



a basic but complete tool to understand how to start a school farm and manage it in relation to customers, such as primary and middle schools, as well as, for more specialistic programs, students of agricultural vocational schools and farmers, mainly young and female entrepreneurs interested to learn school farm education, as an additional activity of own farm.

The most popular trends for school farm education suitable for the FARMLAND TEACHING MATERIALS to be developed by the partners should be, based under survey results and partners' agreement:



Each "**Module**" will be made of two parts, the first one "**basic**", **Level 2** and the second one "**expert**" **Level 3**. After having carefully read the first part, a test based on 10 questions will be available and, in case of successful performance, a certificate will be released, corresponding to the acquired competence level. The same procedure will be followed for the second part.

One significant **case study** will be provided by each partner for each module and duly presented, based on a template with description of the didactic process and related competencies (EQF 2, 3 and 4), also including pictures and, if available, short videoclips.

**Agricoltura è Vita** will also provide a template for development of the **training user case study**, elaborated from the case study template and made interactive.

Therefore the proposed model should be constituted as follows :

A - FARMLAND Course including i) Module 1 Introduction..; ii) Module 2 Officinal plants..; iii) Module 3 Courtyard farm animals; iv) Module 4 Organic farming..; Module 5 From milk..; Module 6 Renewable energy...

B - FARMLAND Library including 30 case studies

C - FARMLAND Training User Case Study.

The user friendly **design, deployment and implementation of the FARMLAND training platform**, for online, off-line, class lessons and practical internship, will be provided by the



coordinator **CDR** in collaboration with the Polish partner **IZOO**. Each partner will be responsible for translations in own mother tongue and piloting tests on the teaching materials, by organizing sessions with target groups. Each partner will be also responsible for dissemination of the project activities at national (or international whenever possible). CDR will provide a model of leaflet presenting the LdV Programme and FARMLAND project objectives and outputs. **CEJA**, will be responsible for the main training workshop and dissemination event in Brussels, with a session of piloting test with young farmers and a project presentation and valorization day addressed to representatives of the EU institutions, stakeholders, training experts, journalists and bloggers.

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