Dear Madam / Sir,

This survey takes place within the framework of the RURAL / ITER project, that has been financed by the LEONARDO program to a group of partners in Italian, Portuguese, Greek and Belgian agencies including the University of Trás-os-Montes e Alto Douro to develop computer aided training courses.

This questionnaire aims to identify some fields of interest and the appropriate training materials and tools for present and future farmers who are intending to diversify their farm activities and products, as well as to improve the management of their farms. Specific likely users are farmers coming from previous work experiences, women and young entrepreneurs. We believe in your work experience and expectations.

Many thanks for your kind cooperation, *The RURAL/ITER project team*

FARM DATA

Company name:	
Address:	
Telephone:	e-mail:
Legal representative:……	

FARM GENERAL DESCRIPTION

1	What are your farm activities? **(TICK ONE OR MORE)**	a. crop production b. animal production c. vegetable production d. agro-tourism e. food processing (e.g. cheese) f. others (please specify):	☐ ☐ ☐ ☐ ☐ ☐

A FEW STRUCTURAL DATA

2	Total area ha……	**7**	Dairy cows no……
3	Arable area ha……..	**8**	Meat cows no……..
4	Orchards ha……..	**9**	Sheep no……..
5	Pastures ha……..	**10**	Goats no……..
6	Woods ha……..	**11**	Pigs no……..
		12	Small animals no…….

On farm processing: tick where appropriate

13	Production of jams and other fruit based preserves……☐
14	Breads, pies and cakes……☐
15	Wines and spirits……☐
16	Olive oil and other oil based products……☐
17	Processed meats (smoked, dried, salted) ……☐
18	Others (please specify:……..) ……☐

Agrotourism

19	Rooms no…….
20	Beds no……..
21	Restaurant seats no…..

LABOUR

22	Was the farm owned by your family? YES ☐ NO ☐
23	Did you come from another work experience before farming? YES ☐ NO ☐
24	Have other members of your family employment on farm? No ☐ Yes 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ more ☐
25	Are there permanent (all year) workers employed on your farm? NO ☐ Yes 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ more ☐ please specify: …….
26	Are there seasonal workers employed on your farm? NO ☐ yes 1 ☐ 2 ☐ 3 ☐ 4 ☐ 5 ☐ more ☐ please specify: …….

27	Why did you (or would you) decide to pursue an innovative activity on your farm? **(TICK ONE OR MORE)** a. To make your farm more profitable and to earn extra income ☐ b. To diversify your sources of income, to make it more stable ☐ c. To make your business more sustainable in the long term. ☐ d. To give your relatives better employment opportunities. ☐ e. To receive a grant in form of a project under European funds. ☐ f. To search for a better way of life ☐ g. To escape from unemployment in other sectors ☐ h. Others (Please specify)…….. ☐

28	Are the following farm activities innovative according to your opinion? **(1 = not innovative at all, 5 = very innovative)** a. Organic farming (cultivations and livestock breeding) ☐ b. Biodiversity protection (seed and/or breed saving) ☐ c. Medicinal plants and health/nutraceutical products ☐ d. On farm processing of traditional and quality foods° ☐ e. Alternative animal production ☐ f. Non food on farm activities (silk, wool and their products) ☐ g. Nursery, gardening and landscaping ☐ h. Direct selling of products (various modalities) ☐ i. Agro-tourism ☐ j. Outdoor, environmental and didactic tourism ☐ k. Didactic and social farms linked to social issues of civil society ☐ l. Biomass for renewable energy or composting ☐ m. Photovoltaic or solar energy production ☐ n. Wind energy ☐ o. Others (please specify:……..) ☐ °(e.g. PDO, Protected Designation of Origin; PGI, Protected Geographical Indication; TSG, Traditional Specialty Guaranteed, or other local produces)

29	Is your ongoing or planned innovative activity included in one of the following? **(TICK ONE OR MORE)** a. Organic farming (cultivations and livestock breeding) ☐ b. Biodiversity protection (seed and/or breed saving) ☐ c. Medicinal plants and health/nutraceutical products ☐ d. On farm processing of traditional and quality foods ☐ e. Alternative animal production ☐ f. Non food on farm activities (silk, wool and their products) ☐ g. Nursery, gardening and landscaping ☐ h. Direct selling of products (various modalities) ☐ i. Agro-tourism ☐ j. Outdoor, environmental and didactic tourism ☐ k. Didactic and social farms linked to social issues of civil society ☐ l. Biomass for renewable energy or composting ☐ m. Photovoltaic or solar energy production ☐ n. Wind energy ☐ o. Others (please specify:……..) ☐

30	What kind of innovative activities are or could be interesting for you? **(TICK ONE ORE MORE)** a. Organic farming (cultivations and livestock breeding) ☐ b. Biodiversity protection (seed and/or breed saving) ☐ c. Medicinal plants and health/nutraceutical products ☐ d. On farm processing of traditional and quality foods° ☐ e. Alternative animal production ☐ f. Non food on farm activities (silk, wool and their products) ☐ g. Nursery, gardening and landscaping ☐ h. Direct selling of products (various modalities) ☐ i. Agro-tourism ☐ j. Outdoor, environmental and didactic tourism ☐ k. Didactic and social farms linked to social issues of civil society ☐ l. Biomass for renewable energy or composting ☐ m. Photovoltaic or solar energy production ☐ n. Wind energy ☐ o. Others (please specify:……..) ☐ °(e.g. PDO, Protected Designation of Origin; PGI, Protected Geographical Indication; TSG, Traditional Specialty Guaranteed, or other local produces)

31	What kind of alternative use of biomass (e.g. pruning, crop residue, manure,..) are or could be interesting for your farm activity? a. Compost (for farming or gardening) ☐ b. Biomass for energy (biogas) ☐ c. Biomass for heating ☐ d. Others (please specify) : ☐

TRAINING NEEDS

32	Starting from your own farm activity and interest for innovative agriculture, do you think the relevant information and training are easily available? YES ☐ NO ☐

33	In which aspects of innovative agriculture would you be interested in: **(TICK ONE OR MORE)** a. Production technologies b. Food processing c. Marketing and direct selling d. Project financing e. Use of biomass and other renewable energy sources f. Others (please specify) : ……	☐ ☐ ☐ ☐ ☐ ☐

34	Do you need to have more skills and knowledge to start or manage new activities? YES ☐ NO ☐	

35	Specifically for innovative trends, in what sector do you feel that you need more knowledge and skills? **(TICK ONE OR MORE)** a. Organic farming (cultivations and livestock breeding) b. Biodiversity protection (seed and/or breed saving) c. Medicinal plants and health/nutraceutical products d. On farm processing of traditional and quality foods e. Alternative animal production f. Non food on farm activities (silk, wool and their products) g. Nursery, gardening and landscaping h. Direct selling of products (various modalities) i. Agro-tourism j. Outdoor, environmental and didactic tourism k. Didactic and social farms linked to social issues of civil society l. Biomass for renewable energy or composting m. Photovoltaic or solar energy production n. Wind energy o. Others (please specify:……..)	 ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

36	What kind of learning would you prefer? **(TICK ONE OR MORE)** a. Residential courses, lasting one week b. Non residential courses, with lectures spread over several weeks or months c. Self long distance learning (offline courses via internet) d. Video-conference organized by the training centre e. Learning by doing, with meetings at, and visits to pilot farm(s) f. Blended methodology (front classroom, online and offline training) g. Others (please specify:……..)	 ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

FARM MANAGEMENT

37	Are you informed on the new rules of CAP 2014/2021? YES ☐ NO ☐
38	Do you think that the new rules of the Common Agriculture Policy after 2013 will make an important change for your farming activities? YES ☐ NO ☐
39	The new Common Agriculture Policy aims at making <u>more sustainable and competitive</u> the European farms. Do you agree with this statement? YES ☐ NO ☐

40	What are, according to your training needs, the most important themes for farm management, out of the following ones? **(CHOOSE A MAXIMUM OF 3 ANSWERS)** a. Administration and bookkeeping b. Use of the European structural funds (EAFRD , ERDF, ESF) c. Use of the Common Agriculture Policy measures d. Strategic planning and business plan e. Relationships with banks f. Relationships with insurance companies g. Safety at work h. Individual marketing strategies i. Group marketing strategies j. Other (please specify:……..)	☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

PROJECT PLANNING

41	What kind of funding do you think could be more suitable for your innovative project? **(PLEASE TICK ONE OR MORE)**: a. Bank Loan b. European grants c. National grants d. Regional grants e. Business partner f. Family member g. Others (please specify:……)	☐ ☐ ☐ ☐ ☐ ☐ ☐
42	What kind of advice do you think could be helpful to set up your innovative project? **(TICK ONE OR MORE)** a. Private advisors (agronomists, economist, engineers, tax advisors, etc.) b. Advisors from the Farmers' Association c. Advisors from financial institution d. Experts from research centres and universities e. Other experienced farmers f. Others (please specify:……)	☐ ☐ ☐ ☐ ☐ ☐

PERSONAL DATA * <u>optional (please see disclaimer on privacy at the end of the questionnaire)</u>

	Surname: Name:
43	Age (no. of years)
44	Gender: Male ☐ Female ☐
45	Education: Primary..☐ Middle☐ Higher..☐ University degree..☐ Master..☐ PhD..☐.
46	Experience in farming (no. of years)
	Working experiences outside of agriculture:

	Address:
	Telephone……E mail: ……..
	Webpage of the farm, if the case:

The filled questionnaire should be sent, by email or by fax, to

Name and Surname
Email
Fax no.

Thanks for your collaboration.

The RURAL/ITER project team

*This questionnaire is committed to user privacy. Personal data will not be published or diffused. The policy on "protection of individuals with regard to the processing of personal data by the Community institutions" is based on Regulation (EC) N° 45/2001 of the European Parliament and of the Council of 18 December 2000. Thank you very much for your kind collaboration!