



# Developments paths of dairy farmers in Slovenia

**Marija Klopčič<sup>1</sup>, Carolien de Lauwere<sup>2</sup> & Abele Kuipers<sup>3</sup>**

<sup>1</sup> University of Ljubljana, Biotechnical Faculty, Dept. of Animal Science, Domžale, Slovenia

<sup>2</sup> LEI Wageningen UR, P.O. Box 35, 6700 AA Wageningen, Netherlands

<sup>3</sup> Expertise Centre for Farm Management and Knowledge transfer, 6700 AA Wageningen,  
Netherlands

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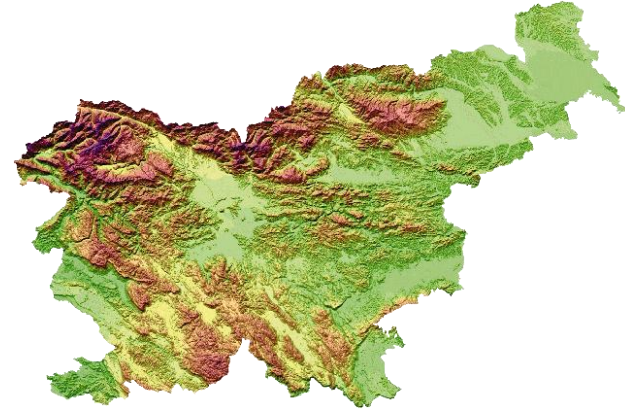
# Content

- Future development paths of cattle farmers in Slovenia
  - some results from the past projects
  - results from Leonardo da Vinci – ISM project



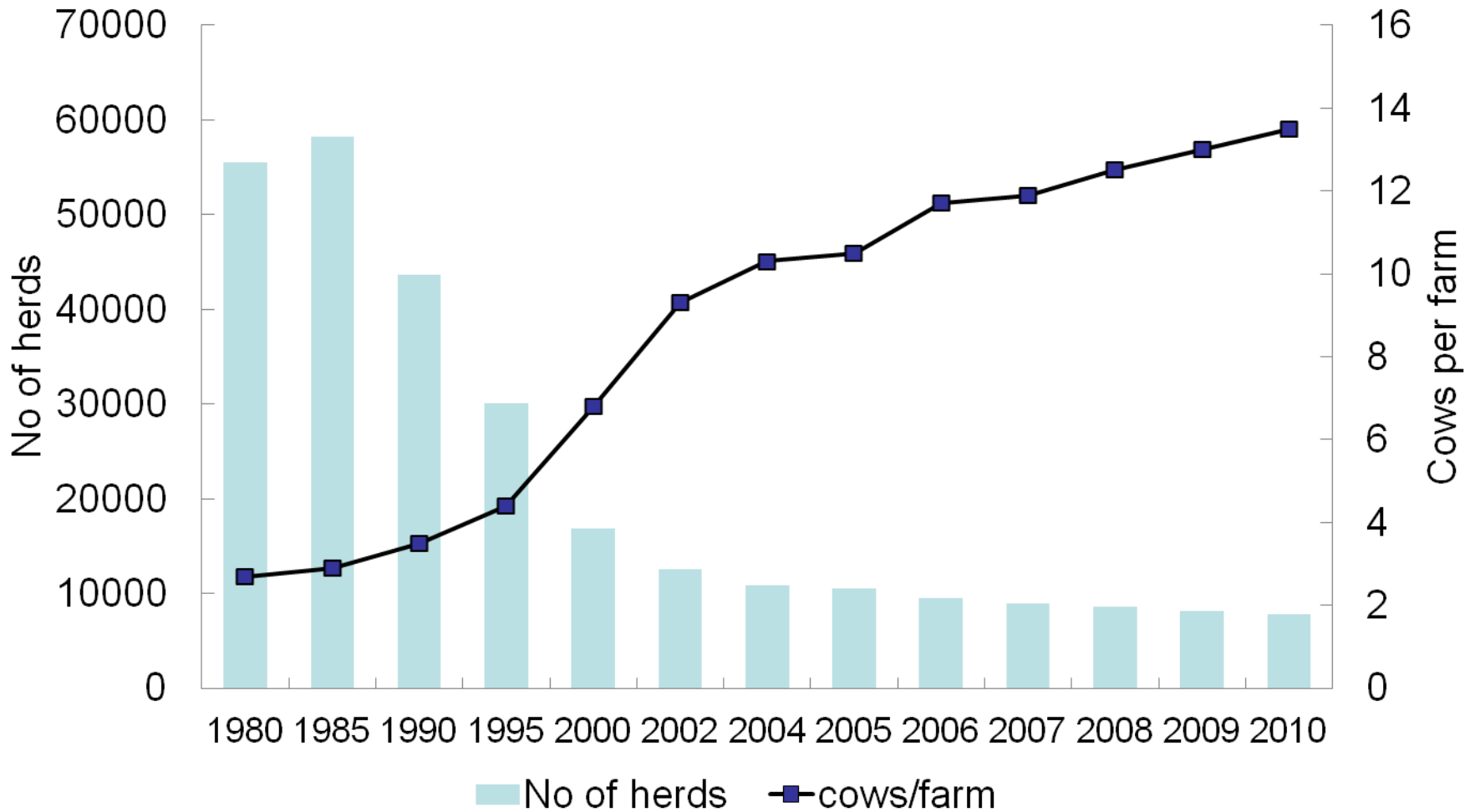
Education and Culture DG  
Lifelong Learning Programme  
Leonardo da Vinci

# Introduction



- Slovenia is a country with less favourable conditions for agriculture
- For these countries it is typical that dairy herds are small and mainly consist of dual purpose breeds such as Simmental and Brown Swiss breeds
- In the past 10 ha of agricultural land was the maximum allowed
- In the EU period the number of farms with dairy cows decreased substantially and the average herd size has grown considerably during the last 10 years

# Changes in dairy sector



# Goals of twinning projects

- To determine main **characteristics of the Slovenian farm and farmer**
- To determine differences in **future strategies and plans of cattle farmers**
- To get insight into **the entrepreneurial characteristics of Slovenian dairy farmers**
- To make an **external assessment**

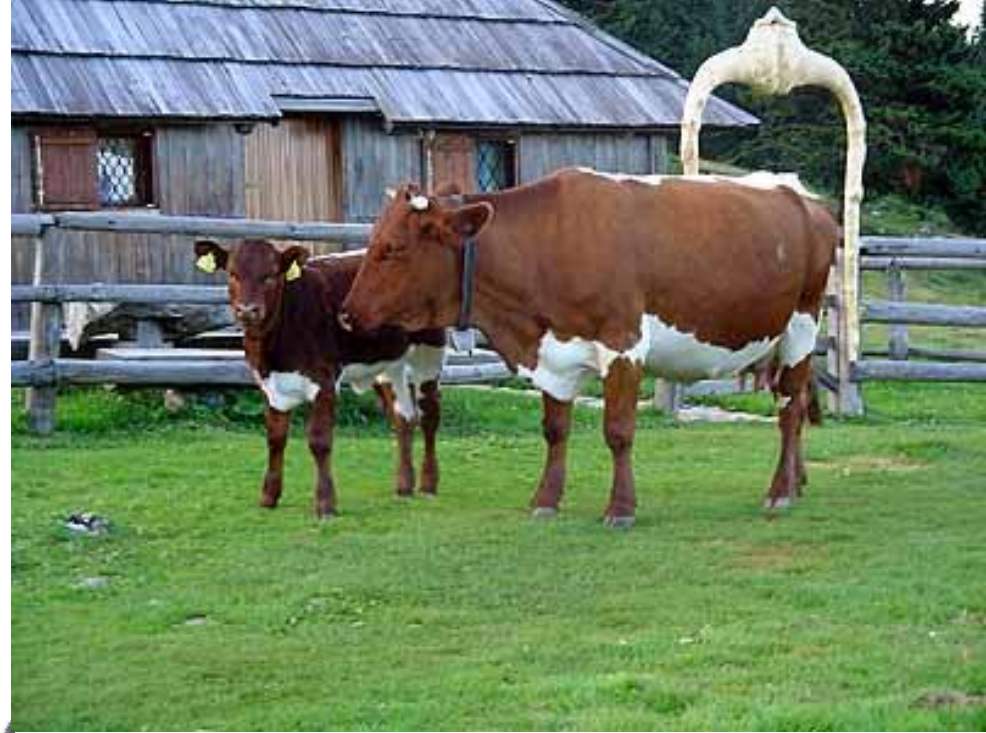
# Material and methods

## Questionnaire for three groups of farmers

Group of farmers	Distributed questionnaires	Returned questionnaires	% of returned quest.
Cika	269	111	41
Suckler	500	121	24
Dairy	5,000	1,114	22



# Questionnaire Results



# Characteristics of the farm

Variable (answer)	Cika farmers	Suckler cow farmers	Dairy farmers
Number of farms	111	121	1,114
Average no. of cows / farm	3.8	11.1	19.1
Agricultural land in use (ha)	8.8	12.1	17.1
Type of farm (% total)			
Flat farm	6	17	43
Hilly farm	33	37	19
Mountain farm	46	32	14
Farm with less favourable land	15	14	24



# Characteristics of the farmer

Variable (answer)	Cika farmers	Suckler cow farmers	Dairy farmers
No. of farmers	111	121	1,114
Non agricultural employment of farmer/wife	61%	64%	32%
Having a successor on the farm (% YES)	55%	62%	69%
Age of farmer (years)	53 yr.	54 yr.	52 yr.
Education of farmer (% of total):			
Public school	44%	11%	40%
Vocational school / Gymnasium	53%	69%	54%
High school / University	3%	20%	6%

# Future plans of cattle farmers

	Twinning		
	CIKA %	Suckler cow %	Dairy %
No future plans/to stop farming / hobby farm	n=111 <b>20</b>	n=121 14	n=1114 10
<b>Keep the farm as it is now</b>	46	55	41
<b>Develop the farm further</b>	<b>34</b>	31	49
- by increasing number of cows	n=38 76	n=37 38	n=541 64
- by starting/increasing with a new branch	<b>82</b>	70	54
Horses	<b>16</b>	23	6
Agro-tourism	<b>32</b>	26	5
Local products	<b>15</b>	14	2
Changing to organic farming	<b>44</b>	<b>43</b>	<b>6</b>

# Interest of cattle farmers in different tasks of farming

Tasks	Cika farmers	Farmers with suckler cows	Dairy farmers
Care for animal health and fertility	72	48	77
Feeding of cattle	59	49	75
Management of grassland and pasture	47	60	63
Organisation of work / labour input	47	43	63
Farming in economical way / entrepreneurship	37	52	61
Animal breeding work	51	38	60
Working on sound environment (use of fertilisers, manure, etc.)	54	32	51
Protecting nature elements on farm	44	17	26

# Outlook

- Surprisingly farmers had a very high interest in advice about strategic planning (65 %) and a slightly lower interest in farm management issues (62 %)
- Cika farmers are more environmentally aware than dairy and suckler cow farmers and less economically oriented
- Big interest of Cika farmers for organic farming (44%); dairy farmers only 6%;

# ISM project



Education and Culture DG

Lifelong Learning Programme

Leonardo da Vinci

## Survey

- Farm features – farm characterization
  - Farmers' features – age, education
  - Entrepreneurial features – competences, information seeking behaviour, locus of control, knowledge, strategic reflection
  - Strategies and goals
  - Opportunities and threats
  - Future perspectives
- 
- **365 dairy farms** in Slovenia participated in this study

# Development paths of surveyed Lithuanian, Polish and Slovenian dairy farmers, in % -

PCA results - Different sizes of the seven segments per country

	Lithuania	Poland	Slovenia
Specializing growers	43	46	<b>30.7</b>
Down- scalers	19	10	<b>9.6</b>
Independent diversifiers	16	4	<b>12.6</b>
Cooperate among farmers	8	15	<b>15.3</b>
New starters	7	5	<b>6.3</b>
Cooperate in the chain	4	19	<b>13.7</b>
Cooperating diversifiers	3	1	<b>11.8</b> <sup>14</sup>

# Segments described by their farming goals - LT, PL, SI

<b>Farming Goal</b>	1 Indepen- dent diversi- fiers	2 Speciali- zing growers	3 New starters	4 Coopera- te among farmers	5 Down- scalers	6 Coopera- te in the chain	7 Coopera- ting diversifiers
Sustaina- ble quality	6.23	6.29	6.24	6.28	<b>5.86</b>	6.26	6.07
Succes- sion	5.25	<u>5.83</u>	5.60	5.60	<b>4.67</b>	5.62	<b>4.76</b>
Enjoy work	<u>5.93</u>	<u>5.81</u>	<u>5.94</u>	5.67	5.52	5.66	<b>5.37</b>
Good ma- nagement	5.22	5.36	5.08	5.48	<b>4.47</b>	5.41	<b>4.73</b>
Financial	6.54	6.50	<u>6.59</u>	6.54	<b>6.24</b>	6.46	6.32

Underlined significantly higher; **Bold** significantly lower

# Analysis

- The link between development paths and availability of resources
- Availability of resources on the scale 1 (very difficult) to 7 (very easy)
- Concerns:
  - Land (rent / buy)
  - Labour
  - Money (subsidies / credit)
  - Milk quota
  - Knowledge - info (extension/private)
- Land and labour availability are the biggest problems for all segments. Particularly downscalers do not have enough labor available



# Development paths related to resources - LT, PL, SI

	1 Indepe- ndent diversi- fiers	2 Specia- lizing growers	3 New starters	4 Coope- rate among farmers	5 Down- scalers	6 Coope- rate in the chain	7 Coopera- ting diversi- fiers
Land	2.55	2.64	2.56	2.80	2.62	2.58	2.44
Labour	2.59	2.57	2.68	2.86	<b>2.48</b>	2.83	2.97
Money	<b>4.21</b>	4.67	4.65	4.59	4.54	4.51	4.32
Quota	4.31	4.63	4.53	4.47	4.44	4.63	<b>3.99</b>
Info	5.13	5.32	5.24	5.28	5.24	5.16	<b>4.52</b>

**Bold** significantly lower

# Characterization of surveyed Slovenian farms (n = 365)

	In %	Avg. farm size, ha ( <i>rented</i> )	Avg. farmer age, years	Avg. number of dairy cows, heads	Avg. number of family members in FTE
A specialized dairy farm	65	29 ( <b>15</b> )	47	35	2.2
A specialized large scale dairy farm with personnel	1	415 ( <b>410</b> )	50	319	1
An agricultural diversified farm	24	35 ( <b>20</b> )	53	20	1,9
A dairy farm with other non-agricultural activities	10	31 ( <b>16</b> )	47	29	2.0

# Slovenian farms characteristics according to their chosen development paths

	Specializing growers	Down-scalers	Independent diversifiers	Cooperate among farmers	New starters	Cooperate in chain	Cooperating diversifiers	TOTAL
<b>No of farms</b>	111	35	45	56	23	50	43	363
<b>Quota size, t</b>	<b>229</b>	<b>125</b>	<b>164</b>	<b>226</b>	<b>231</b>	<b>238</b>	<b>173</b>	205
<b>Milk yield per cow, kg</b>	<b>6888</b>	<b>6021</b>	6277	<b>7172</b>	<b>7218</b>	6582	6782	6742
<b>Apply pasturing in summer, %</b>	41	37	37	39	<b>22</b>	44	<b>47</b>	40
<b>% of farms with more than 50% of income from dairy cows</b>	<b>89</b>	<b>67</b>	68	<b>93</b>	<b>83</b>	<b>86</b>	<b>67</b>	81

# Conclusions

- For Slovenian dairy farmers cooperation among the farmers and in the chain and diversification are important future paths too
- Regarding farmers goals are some differences between groups (segments) of farmers – need to be analysed further
- Land and labour availability are the biggest problems for all groups (segments) of farmers in all three countries



**Questions?**