

## The Romanian farmers' attitude concerning the Ecological Agriculture from the European Union adhesion perspective

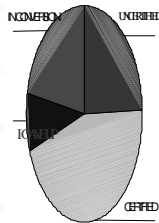
Study initiated by  
BIOTERRA & USAMV CLUJ-NAPOCA

115 certified farmers registered to Ministry of Agriculture from the estimated number of ecological farmers about 250 + some other ecological farmers  
==> **82 answers to questionnaires / 44 questions**

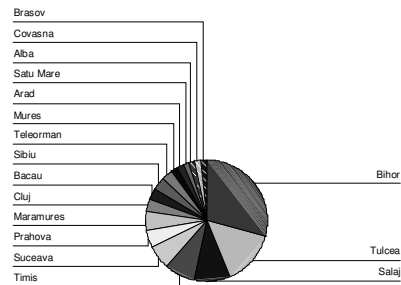
- The questionnaires have four sections:
  - General data about the farm
  - Aspects concerning the market
  - Finance și logistics
  - Prognoses and opinions
- 4 categories of farmers were identified :
  1. Ecological certified farmers
  2. Farmers which had certification but they gave up
  3. In-conversion farmers
  4. Uncertified but ecological working farmers
- The results are presented below, using also statistical tests
- We used SPSS-10 computer program and Microsoft Excel

### The farmer's samples structure related to the certified /uncertified status

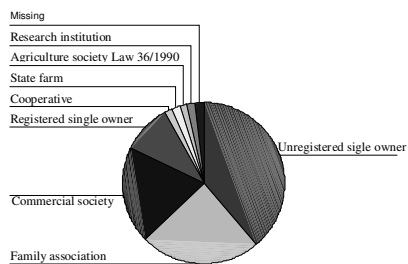
- Reasons to give up:
  - No existing or weak markets ( 3 cases)
  - big expenses for certification-2 small farms
  - certification rejected on area pollution reasons (Banat area) an not on the existing situation of the farm
- One farmer is ready to give up due to a 265 Euro extra fee, for some bio analyses not mentioned in the initial contract
- Other farmer is ready to give up due to the unprofitable activities: lack of information concerning technologies, luck of a developed market and small en-detail prices



### The county of farm origin



### Juridical status of the farms



### The difficulties occurred in obtaining the ecological certified producer status

Answer : **NO DIFFICULTIES** in 90% of cases

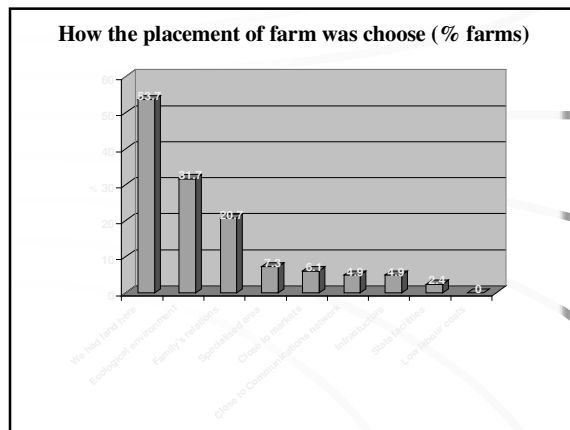
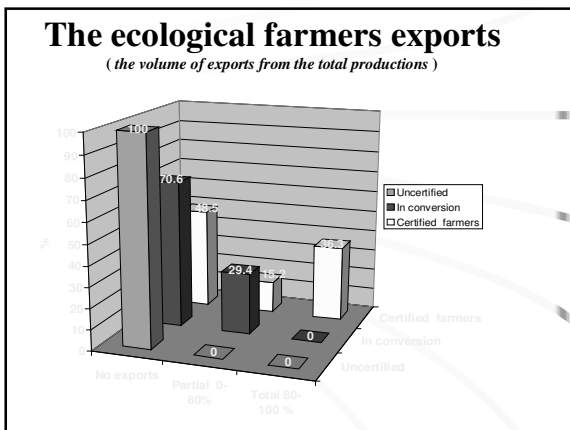
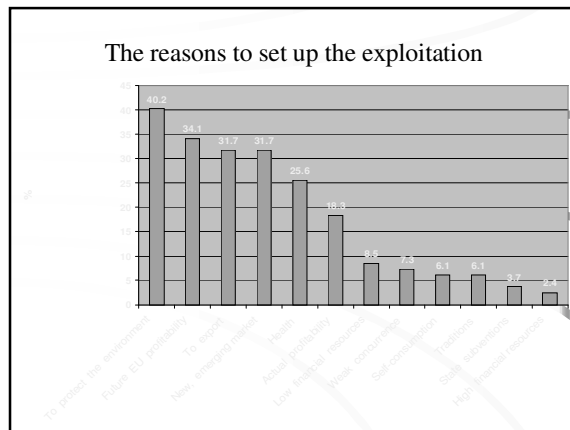
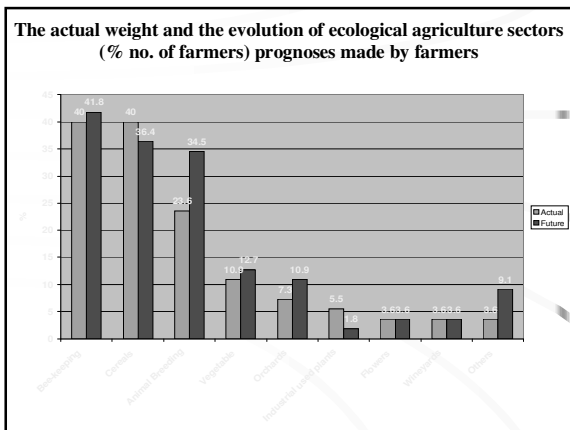
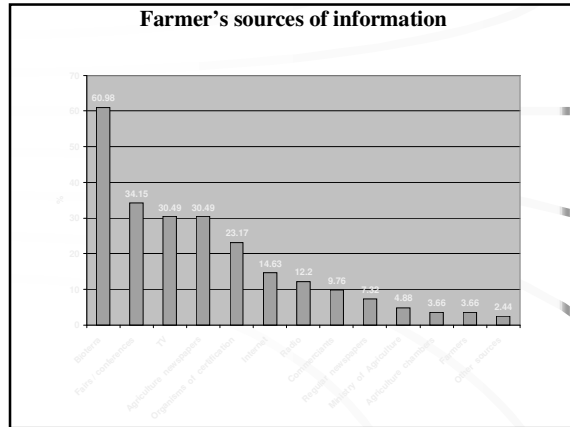
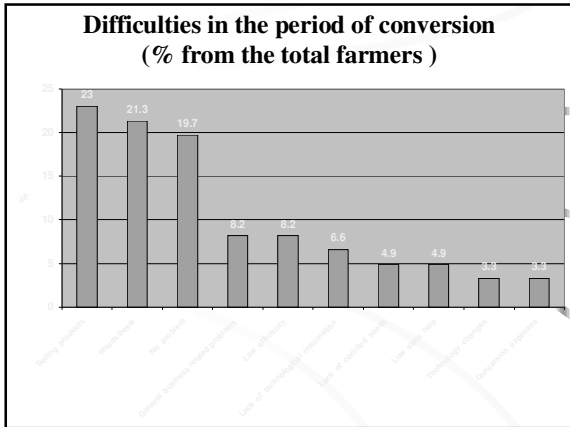
#### Occurred PROBLEMS- certified farmers

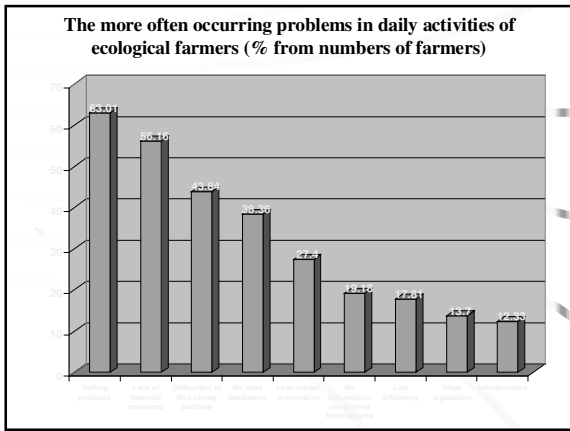
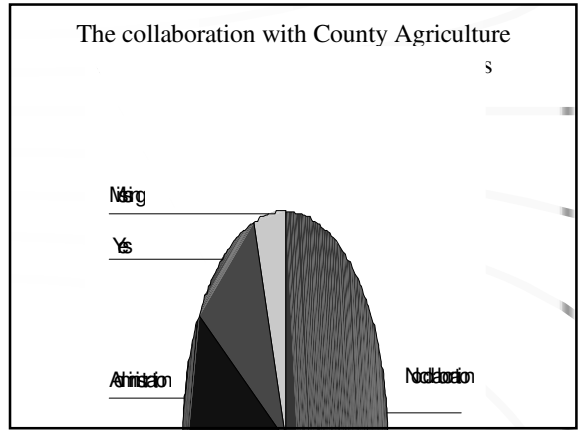
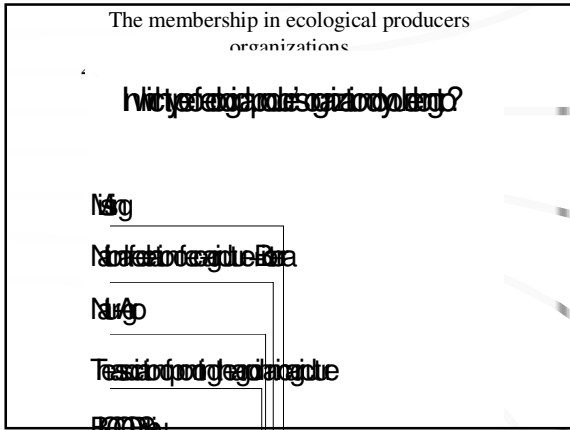
- lack of information related to certification mechanisms - but the farmers were certified a few years ago
- the lack of governmental agencies support
- a selection between more honey-bees growing farmers
- global pollution criteria to obtain the certificate

#### Occurred PROBLEMS for UNCERTIFIED farmers or IN-CONVERSION farmers:

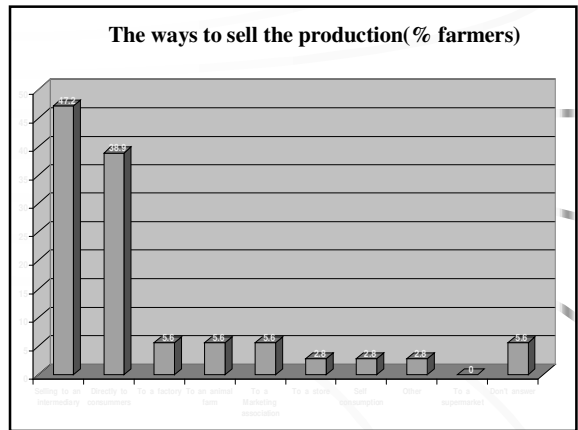
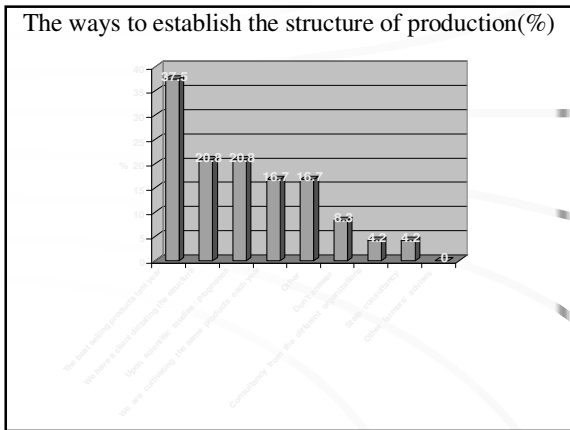
- the expenses are too big for small surfaces
- the possibility of not correct analysis ( farm examinations) in order to reduce the prices to be paid
- delay in verification and certification issue - Biokontroll Hungary-organism
- lack of profitability due to specific information missing: technologies, treatments, markets, low prices

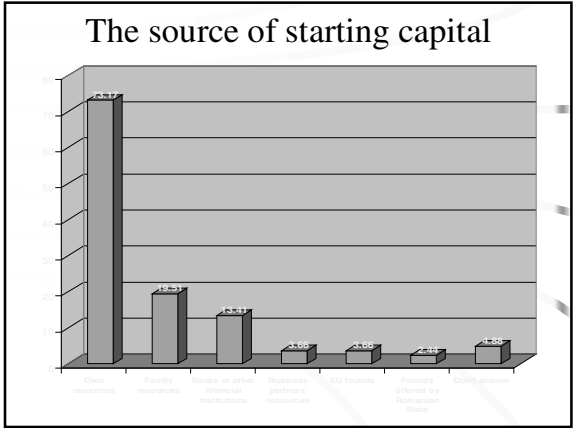
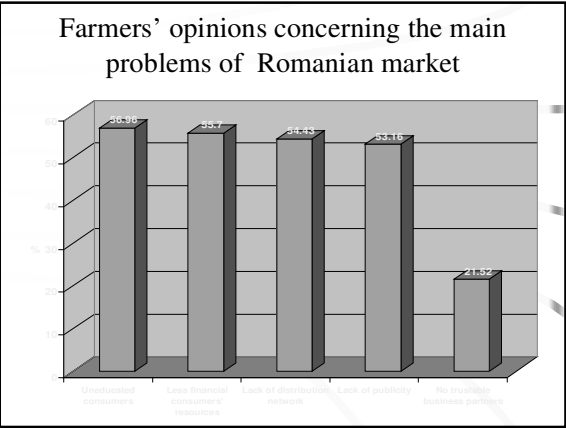
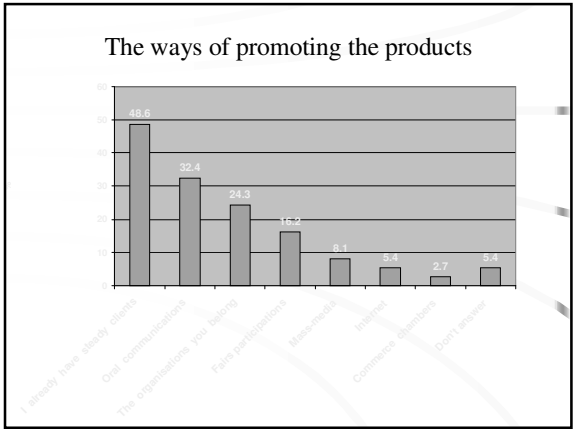
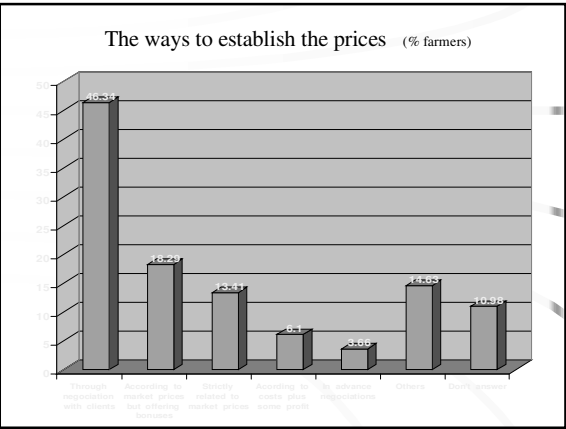
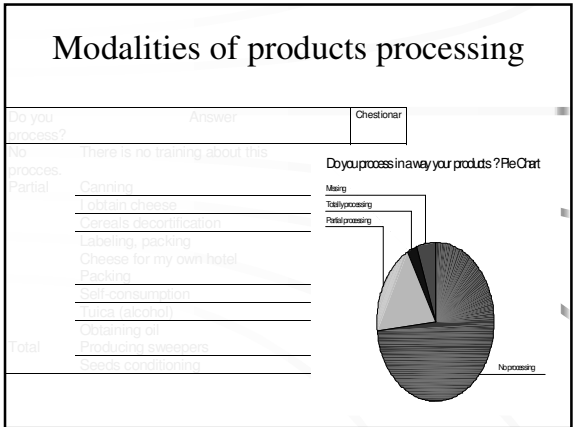
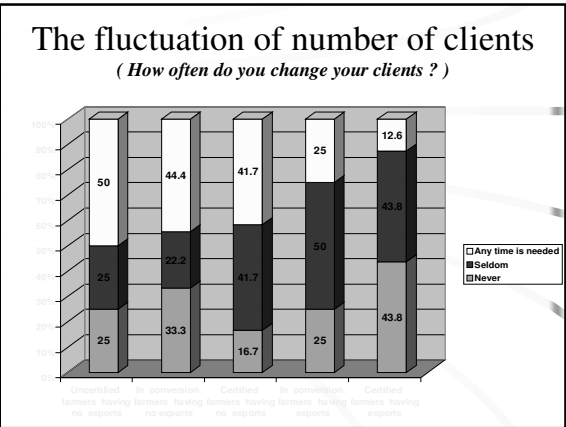
As one of the farmers says , the conclusion is : " If you are serious and apply correctly the technologies you will face no problem"

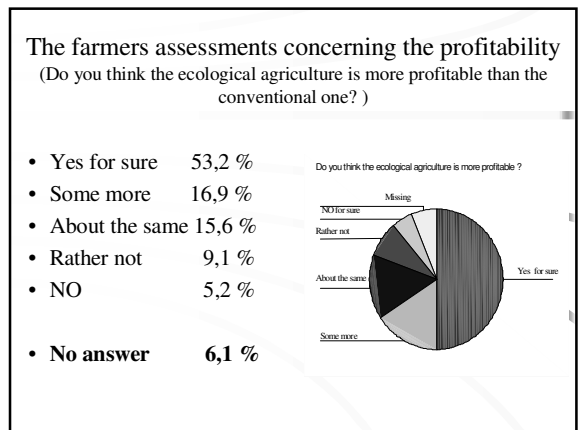
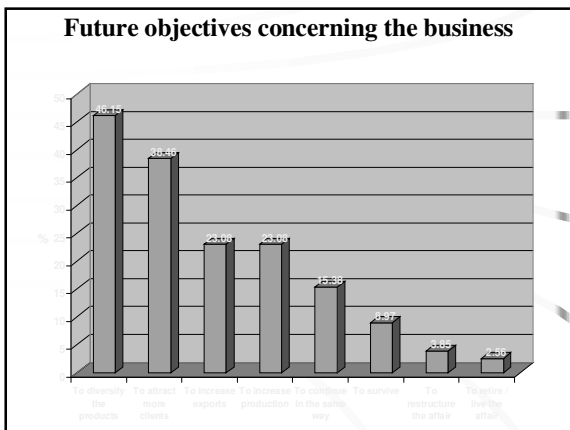
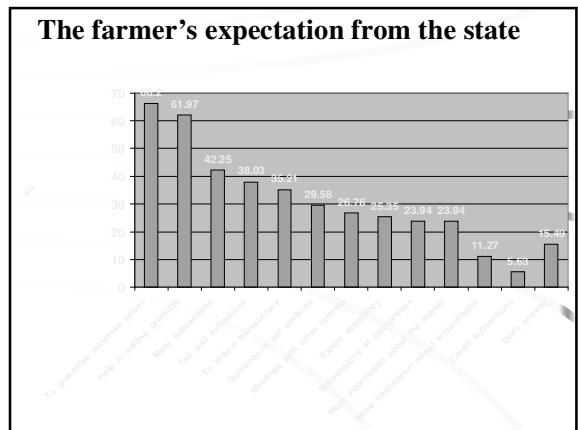
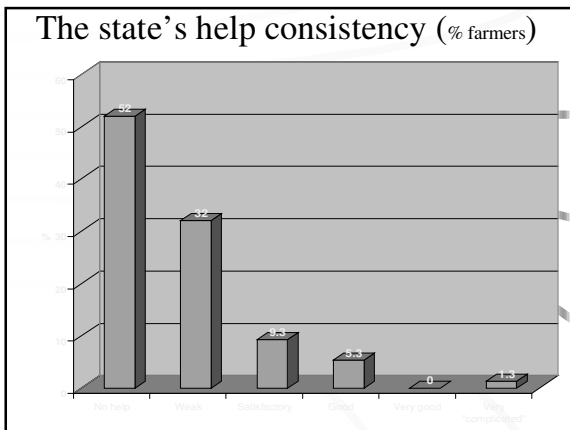
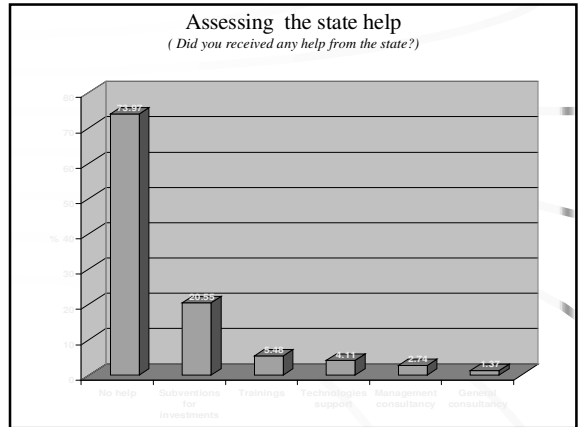
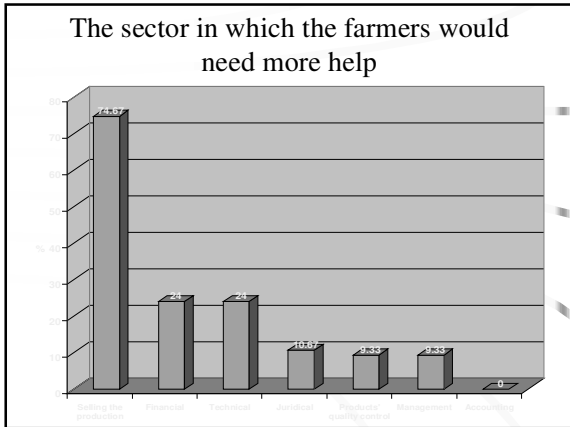




- ### Other problems
- The payment of driving taxes for the honey-bee platform trucks although the displacement take place 2-3 times per year
  - the strong position of the intermediaries (monopoly)
  - spread land surface
  - weak collaboration between farmers
  - weak weather conditions in last years





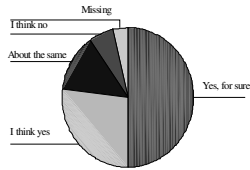


### INTENTIONS TO INVEST MORE IN THIS TYPE OF AGRICULTURE

(Do you intend to invest more in this type of agriculture?)

- Yes for sure 51,9 %
- I think yes 27,8 %
- About the same 13,9 %
- I think no 6,3 %
- No answer 3,7 %

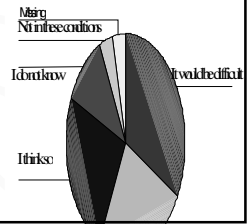
Do you intend to invest more in this type of agriculture?



### Opinions regarding the concurrence after joining EU (Do you think you will face the concurrence?)

- It would be difficult 32,9 %
- Yes, I am sure 25,3 %
- I think so 25,3 %
- I do not know 11,4 %
- Not in these conditions 3,8 %
- No answer 3,7 %

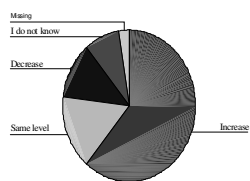
Do you think you will face the concurrence after joining EU?



### The farmer's opinions upon the future evolution of prices on ecological products

- Increase 62,5 %
- Stationary 16,3 %
- Decrease 12,5 %
- Don't know 8,8 %
- No answer 2,4 %

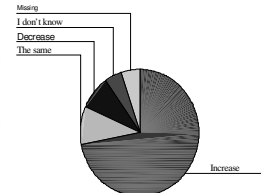
The prices of ecological products



### Farmer's opinions upon the products offer

- Increase 75,6 %
- The same 10,3 %
- Don't know 9,0 %
- Decrease 5,1 %
- Missing 4,9 %

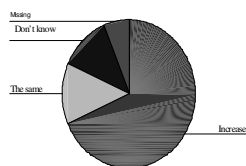
Products offer Pie Chart



### The farmer's opinions about the future products request

- Increase 72,4 %
- The same 14,3 %
- Don't know 13,0 %
- Decrease 0 %
- No answer 6,1 %

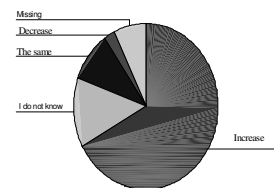
Products request Pie Chart



### The farmers' opinions about the future concurrence

- Increase 72,4 %
- I do not know 14,5 %
- The same 10,5 %
- Decrease 2,6 %
- Missing 7,3 %

Concurrence



### Statistical hypothesis

- *Trainings' efficiency evaluation*
- *Romanian exporter farmer's behavior profile*
- *The influence of the farm size over the exports*
- *Farm specialization*
- *The influence of age upon the farmer's behavior*
- *Thousand of possible hypothesis*

### Assesing the trainings' efficiency

*Hypothesis 1: the farmers that participate more to the trainings want to invest more in this type of agriculture.*

*Results of Pearson Correlation coefficient: 0,054 ( Sig-2tailed =0,652)*

*Hypothesis is rejected !*

*Hypothesis 2: there are no differences between participating and non-participating farmers concerning the considerations regarding the chances to face the concurrence after joining EU*

*Results of Pearson Correlation coefficient: 0,177 ( Sig-2tailed =0,135)*

*Hypothesis is accepted !*

*Hypothesis 3: Farmers participating to trainings want to develop the affair more than not-participating farmers*

*Results of Pearson Correlation coefficient: 0,068 ( Sig-2tailed =0,581)*

*Hypothesis is rejected !*

*Hypothesis 4: The young farmers to not participate to the trainings more often than old farmers.*

*Results of Pearson Correlation coefficient: -0,064 ( Sig-2tailed =0,585)*

*Hypothesis is accepted !*

### Assesing the training efficiency

*Hypothesis 5: The traing participation has an influence over the status of certified / uncertified farmer*

*Hypothesis is rejected!*

*The ANOVA test results are presented bellow:*

ANOVA

	Sum of Squares	df	Mean Square	F	Sig.
Participat la seminarii' Between Groups	,235	1	,235	,145	,705
Within Groups	118,645	73	1,625		
Total	118,880	74			

### Assesing the training efficiency

*Hypothesis 6: the big farm owners do not participate to the trainings more than small farmers*

*Hypothesis is accepted!*

*The Chi-Square Tests results are presented bellow:*

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	18,846 <sup>a</sup>	16	,277
Likelihood Ratio	19,924	16	,224
Linear-by-Linear Association	,235	1	,628
N of Valid Cases	59		

a. 22 cells (88,0%) have expected count less than 5. The minimum expected count is ,47.

### Conclusions about trainings' efficiency

Analyzing the results we could draw the conclusion that the trainings have no efficiency on farmer's behavior but is hard to believe such an assumption. So three possibilities were formulated:

- Possibility 1: The trainings are not efficient
- Possibility 2: Test is not good enough to draw optimal conclusions
- Possibility 3: There are other factors influencing the farmers behavior more than following the trainings

Keeping account about the assemble of questionnaires I thing the possibility no. 3 is correct. So is probable that the difficulties encountered in daily activities (*especially weak market*) hinder the farmers to apply the knowledge acquired following the trainings). Maybe the trainings have to be more market oriented

### Romanian ecological exporter's profile

Seven hypothesis were formulated:

- Hypothesis 1: The certified farmers export more than uncertified farmers
- Hypothesis 2: Big farms export more than small farms (in percentage of production)
- Hypothesis 3: The exporters wants to invest more than not- exporters in this type of agriculture
- Hypothesis 4: The exporters have more trust than not-exporters in their affairs' future after joining EU
- Hypothesis 5: The exporters think the ecological agriculture is more profitable than conventional agriculture
- Hypothesis 6: The exporters attend the trainings more than not-exporters
- Hypothesis 7: The percentage of exports is related to farmers' age

## Romanian ecological exporter's profile *conclusions*

- 1. Farm's ecological certification facilitates the exports
- 2. Increasing the farm size will facilitate the exports in %
- 3. Exporters intend to invest more than not-exporters
- 4. Exporters have more trust in their future after EU-integration
- 5. *Surprisingly*, the exporters believe more than no-exporters they could obtain more profits from the conventional agriculture than from ecological agriculture
- 6. Exporters are *less interested* in trainings than not-exporters
- 7. There is no influence of farmers' age over the level (percentage) of exports

## The influence of age over the farmer's behavior

- Hypothesis 1: There are no age differences between certified and not certified farmers
- *Hypothesis is rejected: The certified farmers are, in average, younger than uncertified ecological farmers with 5,4 years*
- Hypothesis 2: The young farmers participate to trainings as often as the old farmers
- *Hypothesis is accepted*
- Hypothesis 3: There is no relation between the farmer's age and the level of exports (in percentage)
- *Hypothesis is accepted*
- Hypothesis 4: there are no differences between different categories of farmers' age related to the opinions concerning the concurrence after EU-Romania's adhesion
- *Hypothesis is accepted*
- Hypothesis 5: there are not differences between different categories of farmer's age related to the opinions concerning the investments in ecological agriculture
- *Hypothesis is accepted*

Thank you for your attention !

– Author: Marius Sabau -USAMV Cluj-Napoca  
– mariussabau@yahoo.com