

Survey Report on Potential Partners and Topics to Memorandum of Understanding

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Hungary
November 30, 2018

The aim and circumstances of the survey

Within the frame of WP4 (in T4.4) of BOND project *“specific agreements in the form of eight Memoranda of Understanding for collective action in specific fields, agreed upon between farmers/land manager groups, other key stakeholders and policy-makers, to be implemented during and after project completion.”* This task (T4.4) is led by Kisléptékű Termékelőállítók és Szolgáltatók Országos Egyesülete (KLT).

In order to identify the potential countries and partners for Memorandum of Understanding (MoU) KLT made a survey as an initial step. This survey was made at the Interregional Forum (Córdoba) on September 25-26, 2018. *This event took stock of the study tours, where the results and experiences were presented and discussed and share good practices and involve participants in action planning exercise. (Project document)* There were around 100 participants made out of beneficiaries, representatives (i.e. study tour participants) and some of the hosts of the study tours.

The participation in the survey was voluntary. There were three printed posters, each indicated one main topic together with a total of 24 subtopics. Respondents could mark with post-it such subtopics, according to their opinion about that MoU may be reached and also such topics in which topic no MoU may be reached. We also requested respondents to indicate, beyond the potential partners and topics, which are the important topics where agreement may be reached easily and which are those topics in which it is difficult, however topic is an important matter. The main topics and subtopics were the following:

- Sustainable farming
 - Social cooperation, e.g.: common food processing, shared use of machines, joint sale
 - Helping multifunctional farming systems
 - Simplification of taxation
 - Simplification of administration
 - Other
- Access to market
 - Study tours
 - National brands and labels
 - Services, advisory, know-how transfer for small farmers
 - Infrastructural development
 - Flexible, simplification of taxation
 - Simplification of administration, and/or hygienic rules
 - Urban food strategies
 - Import tariffs for the protection of local products
 - Community supported agriculture (CSA) or easier regulation for consumer groups
 - Common points of sale, helping the operation of market places, easier regulation for them
 - Enhancing market access of local food, promoting them of it (school catering, shops, restaurants, support for joint logistics and processing infrastructure
 - Easier regulation for e-commerce and on vending machines.

- other
- Environmental sustainability
 - Access to information, education and advisory on environmentally friendly farming
 - Avoid land concentration
 - Community land management
 - Access to CAP supports as small farmers
 - Raise the proportion of ECO-farming / landscape farming
 - Access to traditional species (agro-biodiversity)
 - Joint investments and supports for environmental compliance
 - Other

Respondents could also mark who could be the potential partner to the MoU. They could choose among the following parties:

- Ministry
- Authority
- Municipality
- Chamber of Agriculture
- Chamber of Commerce
- Other organisation

The survey is not representative; results reflect the views of the participants of the Forum. Number of the responds in relation to each country was influenced by the number of participants from the countries and by their willingness to participate in the survey.

Results of the Survey

Responding activity of the countries participating in the project

168 post-its from 20 countries were affixed to the three posters on which 258 votes were casted on the potential parties to MoU. The most active respondents were from Macedonia with their 48 votes, followed by Dutch participants with 39 votes and the Albanian beneficiaries with 29 votes though we requested respondents to take only one vote to one topic but might have mark more potential partners for MoU.



Figure A I 1. Number of votes of countries participating in the survey
Source: prepared by KLT upon data of the survey

The potential topics for cooperation



Respondents evaluated “Access to market” from the three topics which is the most probable to achieve an agreement easily, since 72 votes were casted from 16 countries. The topic of “Environmental sustainability” was similarly regarded as a potential topic for a MoU since 64 votes were given from 16 countries. Third topic, “Sustainable farming” received a bit less votes, i.e. 45 however 13 countries regarded it as a possible topic to achieve cooperation between farmers and market partners.

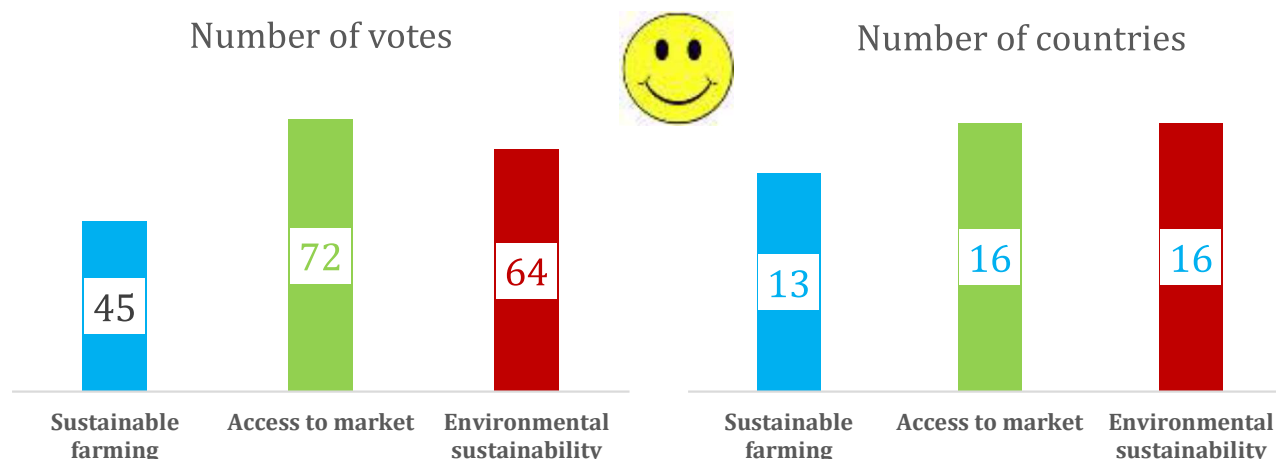


Figure A I 2. Number of responds on easy topics for cooperation and the number of countries responded in the main topics

Source: prepared by KLT upon data of the survey

There were in each main topics one subtopic which was regarded to be the easiest for an agreement compared to the other subtopics:

- Within “**Sustainable farming**” it was subtopic „Social cooperation, e.g.: common food processing, shared use of machines, joint sale” which received votes from 10 countries.
- Within “**Access to market**” it was subtopic „Services, advisory, know-how transfer for small farmers” which received votes from 9 countries.
- “Within **Environmental sustainability**” it was subtopic “Access to information, education and advisory on environmentally friendly farming” which received votes from 12 countries. (Figure A I 3.)

Other subtopics got positive marks from 3-5 countries, such as „study tours”, “common points of sale, helping the operation of market places, easier regulation for them” or “national brands and labels”.

Further there were such subtopics which respondents to no-easy agreement at all. It was „Flexible, simplification of taxation”, “Easier regulation for e-commerce and on vending machines” within topic “Access to market” and “Avoid land concentration” within “Environmental sustainability” even “Urban food strategies” got only vote from one country.

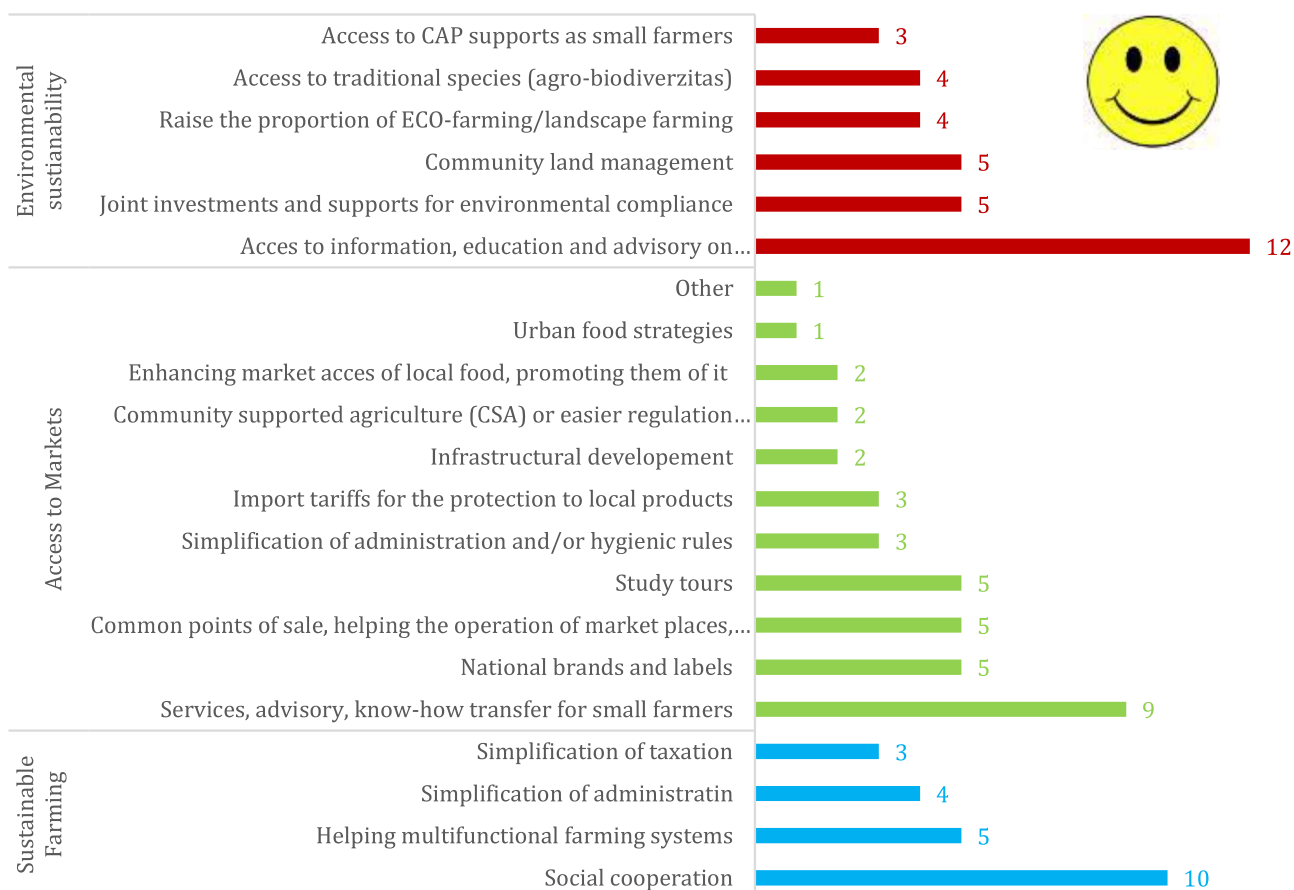


Figure A I 3. Number of votes for subtopics

Source: prepared by KLT upon data of the survey



Statement to „it would be important but difficult to achieve” got generally less votes compared to its positive pair above, i.e. “important matter and easy to reach agreement”. From among main topics “Sustainable Environment” got the most votes (37) from 12 countries as the least possible to reach a cooperation agreement.

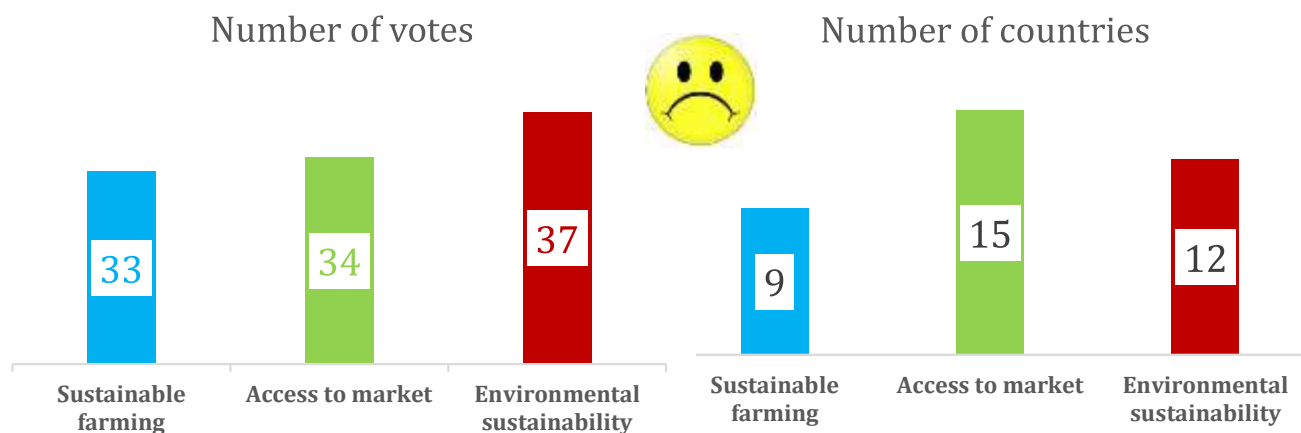


Figure A I 4. Number of responds on difficult topics for cooperation and the number of countries responded in the main topics

Source: prepared by KLT upon data of the survey

„Market to access” was regarded similarly important but difficult to achieve a MoU, this main topic got 34 votes from 15 countries. Finally, “Sustainable Farming” got one vote less (33) from 9 countries regarding as such topic where agreement is difficult to be fulfilled.

The following subtopics were marked „important but difficult to reach an agreement” however the number of votes was 7 or below:

- In 7 countries’ respondents thought that it would be difficult to reach an agreement in the important topic of “Community Supported Agriculture (CSA)”.
- Subtopic „Import tariffs for the protection of local products” received votes from 6 countries.
- We received similar answers to „Simplification of taxation” within “Sustainable farming”.
- “Simplification of administration, and/or hygienic rules” was regarded as an important matter but difficult to reach an agreement with 5 country votes.

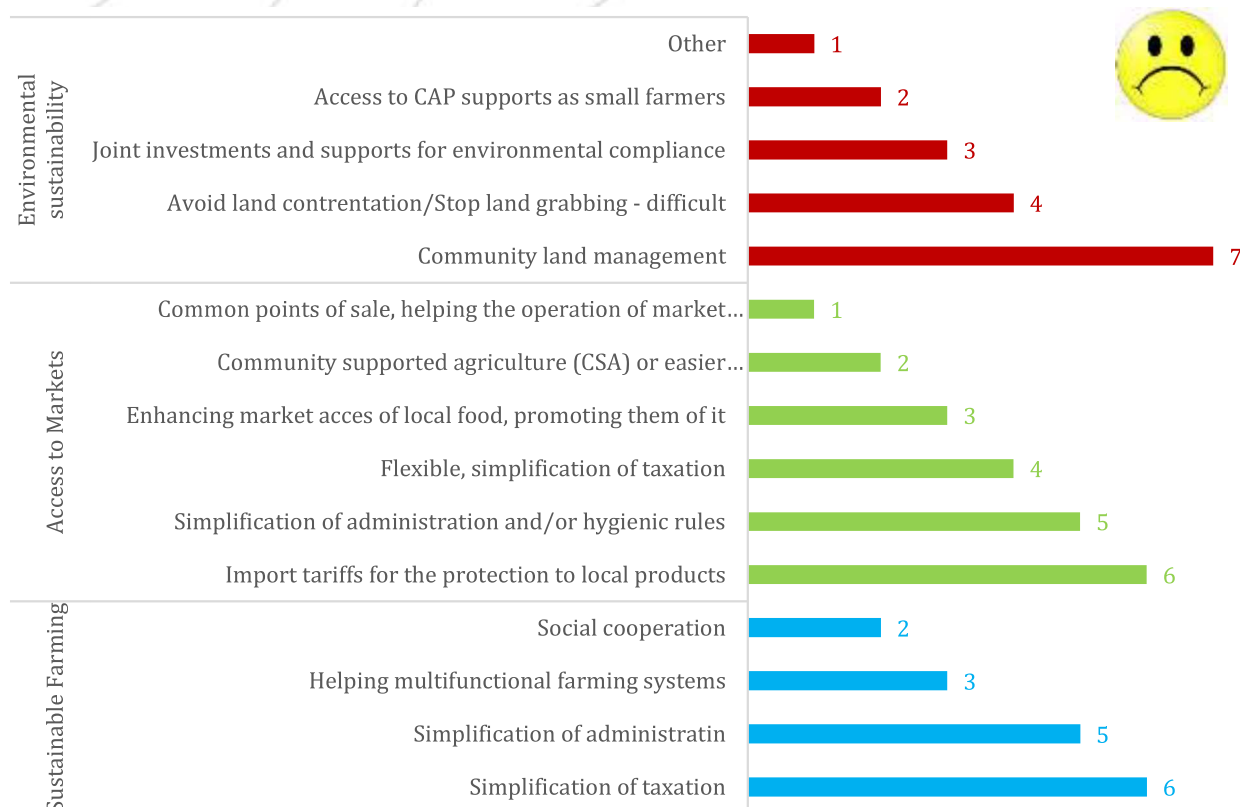


Figure A I 5. Number of countries which voted at the question “important but difficult to reach an agreement” by subtopics

Source: prepared by KLT upon data of the survey

There was no vote to the statement „important but difficult to reach an agreement” (i.e. then it is not difficult to reach an agreement) to the following subtopics within „Access to market”:

- Study tours;
- National brands and labels;
- Services, advisory, know-how transfer for small farmers;
- Infrastructural development,
- Urban food strategies,
- Easier regulation for e-commerce and on vending machines.

There was only one country which evaluated „Common points of sale, helping the operation of market places, easier regulation for them” subtopic as a problematic matter.

Likewise, no vote was got to the following subtopic within topic “Environmental sustainability” (i.e. not difficult to achieve agreement):

- Access to information, education and advisory on environmentally friendly farming;
- Raise the proportion of ECO-farming / landscape farming; and
- Access to traditional species (agro-biodiversity).

The potential parties for cooperation

Generally ministry was marked as potential partner for party to MoU both in the case of „easy agreement” with 39 votes and in the case of „difficult agreement” with 38 votes. Municipalities got also a prominent position with 34 votes, and many votes were given to the „other” category, where mainly civil organisations and other farmers were designated in the case of specification. The least votes were given to chamber of commerce with 11 votes.

As regard to negative votes, i.e. those organisations which are difficult to involve to a MoU, authorities got the most votes with 19 after ministries, and was followed by the municipalities with 14 votes. According to the opinion of the participants of the different countries it was the chamber of agriculture which might be potential partner with whom an agreement may be reached easier, as it got only 5 negative votes (Figure A I 6.). Details on the voting of the different county representatives are below as regard to the potential party to MoU and the important subtopics.

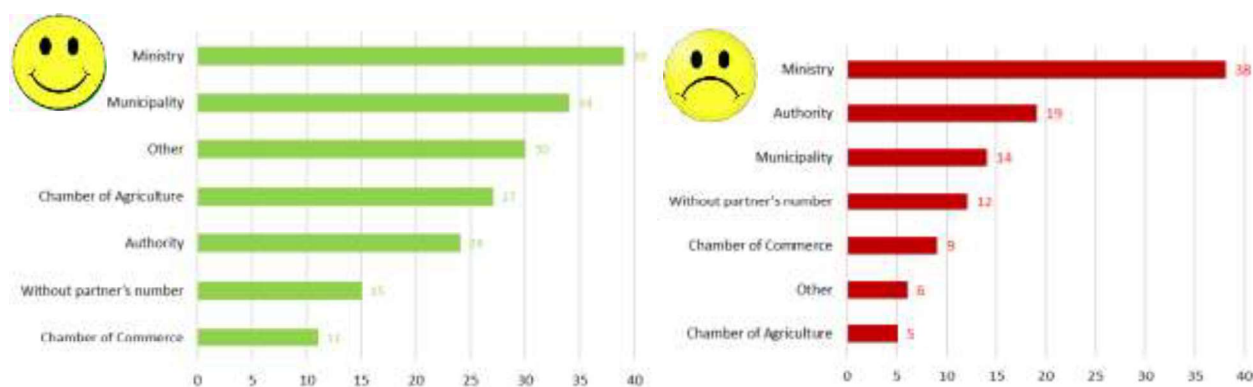


Figure A I 6. Potential parties to a cooperation agreement
Source: prepared by KLT upon data of the survey

Fine tuning the results

In order to mitigate the difference between the number of the countries and the willingness to respond we made further analysis using the data of survey. First we disregarded the numbers of responds and examined what subtopics were considered important as to have a discussion and cooperation with decision makers or other partners at all in the countries and how they measured, if it was difficult or easy to reach an agreement. Parallel we grouped countries as to make visible the difference between old-EU and new-EU members.

According to Table 1 we make the cautious statement that the opinions of the countries in the survey are:

- **old-EU members** consider an easy agreement mostly in the topic „Environmental sustainability” specially in subtopic “Access to information, education and advisory on environmentally friendly farming”;
- **new-EU members** had similar opinion, however they marked more subtopics within „Sustainable farming” then old-EU members;

- the univocal opinion of **members outside EU** was that „Sustainable farming” is such important topic where cooperation may be reached easier.

„Services, advisory, know-how transfer for small farmers” within „Access to market” was regarded an important topic with a clear position as to reach agreement easily in all three groups.

As regard to topics in which difficult to reach an agreement:

- the most challenging subtopic for **old-EU members** is „Import tariffs for the protection of local products”, besides this “Simplification of administration” and “Community supported agriculture (CSA) or easier regulation for consumer groups” got votes as a not easy topic ;
- picture is more nuanced with **new-EU members**, they chose more subtopics, and there is no unified sample in these responds;
- **non EU countries** somewhat agreed that enhancing „Community supported agriculture (CSA) or easier regulation for consumer groups” is important however a cooperation or an agreement with decision makers in that subtopic is not possible or at least difficult. Generally there were far less subtopics selected within that group than in the groups of members of EU. (Table A I 2.).

Table A I.1. Topic for easy agreement for cooperation per counties

	Social cooperation, eg.: common food processing, machines joint use, common sale - easy	Helping multifunctional farming systems: all the legislations which enhance multifunctional farming activities - easy	Simplification of taxation - easy	Simplification of administration - easy	Study tours - easy	National brands and labels - easy	Services, advisory, know-how transfer for small farmers - easy	Infrastructural development - easy	Simplification of administration and/or hygienic rules - easy	Urban food strategies - easy	Import tariffs for the protection to local products - easy	Community supported agriculture (CSA) or easier regulation for consumer groups - easy	Common points of sale, helping the operation of market places, easier regulation for them - easy	Enhancing market access of local food, promoting them of it (school catering shop, restaurants, support for joint logistics and processing infrastructure) - easy	Other	Access to information, education and advisory on environmentally friendly farming - easy	Community land management - easy	Access to CAP supports as small farmers - easy	Raise the proportion of ECO-farming/landscape farming - easy	Access to traditional species (agro-biodiversity) - easy	Joint investments and supports for environmental compliance - easy
																					
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Albania																					
Bosnia-Herzegovina																					
Macedonia																					
Moldova																					
Serbia																					

Source: prepared by KLT upon data of the survey

Table A I 2. Responds for topics difficult to make agreement per countries

	Social cooperation, eg.: common food processing, machines joint use, common sale - difficult	Helping multifunctional farming systems: all the legislations which enhance multifunctional farming activities - difficult	Simplification of taxation - difficult	Simplification of administration - difficult	Flexible, simplification of taxation - difficult	Simplification of administration and/or hygienic rules - difficult	Import tariffs for the protection to local products - difficult	Community supported agriculture (CSA) or easier regulation for consumer groups - difficult	Common points of sale, helping the operation of market places, easier regulation for them - difficult	Enhancing market access of local food, promoting them of it (school catering shop, restaurants, support for joint logistics and processing infrastructure) - difficult	Community land management - difficult	Access to CAP supports as small farmers - difficult	Avoid land concentration/Stop land grabbing - difficult	Joint investments and supports for environmental compliance - difficult	Other- difficult
France															
Greece															
Italy															
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Macedonia															
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Serbia															

Source: prepared by KLT upon data of the survey

Clustering the countries

We made a grouping of countries by using the votes of respondents with statistical analysis.²⁵¹ In applying the method of cluster analysis four different groups were outlined. Groups contain the following countries.

Table A I 3. Clusters of the responding countries

Cluster 1	Cluster 2	Cluster 3	Cluster 4
France	Romania	Italy	Netherlands
Greece	Macedonia	Norway	Czech Republic
Portugal		Spain	Hungary
UK		Croatia	Slovakia
Bulgaria		Poland	Albania
Bosnia-Herzegovina		Serbia	
Moldova			

Source: prepared by KLT upon data of the survey

In examining the main topics, generally, members to Cluster 2 indicated importance of many different subtopics within the topics and the importance of the cooperation, and also they gave more stress on difficulty to reach a common agreement. The most negatively marked topic was the “Environmental sustainability” with a twofold mean, while subtopics of “Sustainable farming” were marked positively. Cluster 1 also evaluated positively “Sustainable farming” as the most important topic but among the clusters it was only the third with 3,29 value, and they expressed less pronounced the matter of difficult cooperation. The values of Cluster 3 showed no significant results other than “Sustainable environment” as a topic to have an easy agreement. For Cluster 4 difficult topics for agreements were “Access to market” and “Sustainable farming” with decision makers. (Table A I 4.)

Table A I 4. Mean values of clusters per topics

	Cluster 1	Cluster 2	Cluster 3	Cluster 4
Sustainable farming - easy	3,29	2,38	4,00	2,80
Access to market - easy	3,54	3,27	3,68	3,56
Environmental sustainability - easy	3,71	2,92	3,11	3,23
Sustainable farming - difficult	4,00	2,38	3,75	2,90
Access to market - difficult	3,64	3,00	3,67	3,23
Environmental sustainability - difficult	3,91	2,00	3,40	3,64

Source: prepared by KLT upon data of the survey

The aggregated results are illustrated in maps below, where the means of the values are grouped as follows:

²⁵¹ In order to mitigate the distortion of the different number of the countries and the willingness to respond we reduce responds to a four degree scale per countries: 1 = subtopic received the most votes (in the case equal votes, all got degree 1), 2 = is the second rated, 3 = third rated, 4 = forth rated are such subtopics which was not chosen . The value of the topics was given by the mean of the subtopics. The least value represents the most important subtopic.

- countries were marked with **colour green**, where the means of the values were below 3,0, i.e. the topic is regarded important;
- countries were marked with **colour yellow**, where the means were between 3,1 and 3,9;
- countries were marked with **colour blue**, where the means of the values were over 4,0, i.e. countries gave no vote to the specific topic (Figure A I 7.).

Sustainable farming



Access to Market



Environmental sustainability



Figure A I 7. Categories of countries upon the means of the values by topics
Source: prepared by KLT upon data of the survey

Summary

As to make a short summary participants evaluated subtopic “Access to information, education and advisory on environmentally friendly farming” within „Environmental sustainability” which might be an easy topic for agreement with decision makers.

There were many respondents who believed that there would be easy to make an agreement in the subtopic “Social cooperation, e.g.: common food processing, machines joint use, common sale” within „Sustainable farming”.

The “Community land management” and „Environmental sustainability” were considered as the most difficult subtopic for MoU and further subtopics “Simplification of taxation” within “Sustainable farming” were also regarded as an important topic but difficult to achieve by agreement.

We would outline some country specific topics:

- The Netherlands regards „Helping multifunctional farming systems: all the legislations which enhance multifunctional farming activities” within „Sustainable farming” such topic where agreement can be reached easily;
- Albania and Bosnia-Herzegovina consider an easy agreement in subtopic „National brands and labels” within „Access to market”;
- Romania see potential to have agreement in subtopic “access to traditional species (agro-biodiversity)” within “Environmental sustainability”;
- Norway thinks to have an easy agreement in “Access to information, education and advisory on environmentally friendly farming”.
- Macedonia believes in an easy agreement in subtopic “raise the proportion of ECO-farming/landscape farming” within “Environmental sustainability”.