TRAINING OF AGRICULTURAL ADVISORS IN BULGARIA AND HUNGARY – A COMPARISON STUDY

Dr. Dimitar Vanev – National Agricultural Advisory Service
Dr. Ver Andras – University of West Hungary, Faculty of Agricultural and Food Sciences, Institute for Consultancy and Training

2nd REGIONAL CONFERENCE OF THE AGRICULTURAL ADVISORY SERVICES OF SOUTH EAST EUROPE

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We are going to talk about...

• Brief information for Situation of agriculture in Hungary and Bulgaria
• Information about Bulgarian National Agricultural Advisory Service and University Of West Hungary
• The structure of Hungarian and Bulgarian AKIS (Agricultural Knowledge & Information Systems)
• Structure of Hungarian and Bulgarian extension system
• The main provider of agricultural advisory service in Hungary
• What organization provides training to agricultural advisors in Bulgaria and Hungary
• Which are the main fields and topics of the training of advisors in Bulgaria and Hungary
Prospects for Farmers’ Support: Advisory Services in European AKIS (PRO AKIS)

Main actors of AKIS:
(a) the public – Ministry of Agriculture and Food (MAF) and its secondary structure, among other National Agricultural Advisory Service (NAAS);
(b) private sector (private advisory services, independent advisors, international trade organisations, regional suppliers);
(c) FBOs (co-operatives and few producer groups);
(d) research and education organisations, and
(e) non-government organisations (professional organisations and foundations)

Cooperation between AKIS actors:
the linkages between actors are rather weak and informal; only inside NAAS the linkages are strong, because of internal dependency

Main sources of funding the advisory services:
(a) public funding for services provided by NAAS;
(b) mix-funding for services provided by research and education institutions;
(c) private funding for services provided by private and other advisors

Main supplier(s) of advisory services:
National Agricultural Advisory Service (public organisation)

Main clients:
depends on service provider, but for NAAS are
(1) small commercial farms, (2) semi-subsistence farms, (3) young farmers; for research institutions are large, medium and small commercial farms, for private providers, mainly medium and large commercial farms, for FBOs – in general their members, but usually semi-subsistence farms and producer groups

Main topics of advice:
depends on clients and service provider, but NAAS usually provides plant and animal production, stable design, book-keeping, taxes, machinery, rural development, cross compliance, business diversification and renewable energy, and helps farmers to prepare business plans for the RDP

Main methods:
depends on clients and service provider, but for NAAS – individual and mass; for other – mainly individual and group methods

V. Dirrimanova (2014), poster produced for www.proakis.eu
The National Agricultural Advisory Service (NAAS) is a legal entity budget funded with headquarters in Sofia (NAAS is subordinated to the Ministry of Agriculture and Food) and territorial units in the country.

NAAS was established in 1999 based on the Law on Agricultural Academy and it started real activities in October 2000.
NAAS /REGIONAL OFFICES STRUCTURE/
Regional Offices Structure

- Head of section (expert coordinator) (agronomist, livestock-engineer or agrarian economist)

- Experts:
  - agronomist;
  - livestock-engineer;
  - agrarian economist;
NAAS ACTIVITIES TYPES

- Consultancy services;
- Supporting transfer of knowledge and innovation
- Training;
- Information services;
- Development of projects;
- Chemical analyzes of soils by the Analytical Laboratory within NAAS
- International cooperation for diffusion of knowledge;
## CONSULTED FARMERS, CONSULTATIONS AND FARM VISITS BY NAAS

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Year 2011</th>
<th>Year 2012</th>
<th>Year 2013</th>
<th>Year 2014</th>
<th>01.01-30.09.2015</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of consulted farmers</td>
<td>15 391</td>
<td>20 000</td>
<td>19 497</td>
<td>17 290</td>
<td>20 393</td>
<td>92 571</td>
</tr>
<tr>
<td>Number of delivering consultations</td>
<td>55 039</td>
<td>74 856</td>
<td>79 341</td>
<td>80 270</td>
<td>94 269</td>
<td>383 775</td>
</tr>
<tr>
<td>Number of farm visits</td>
<td>4 468</td>
<td>5 912</td>
<td>3 078</td>
<td>3 080</td>
<td>2 703</td>
<td>19 241</td>
</tr>
</tbody>
</table>
TRAINING OF AGRICULTURAL ADVISORS IN BULGARIA

- NAAS training on agricultural advisors (NAAS experts and external experts to NAAS) through:

  - the NAAS Centre for Vocational Training (CVT)

  Main topics:
  - the statutory management requirements and the good agricultural and environmental condition (cross compliance);
  - topics connected with farm management;
  - topics connected with plant production and livestock production;
  - agri-environmental topics;

- Operational Programme Administrative Capacity project - NAAS experts

  Main topics:
  - “Team-working effectiveness, moderator skills and communications”;
  - “Effective skills for work with MS Power Point and MS Excel”
TRAINING OF AGRICULTURAL ADVISORS IN BULGARIA

- Bulgarian Institute of Public Administration - not special trainings;
- Agricultural Academy with its Regional Research Institutes and Experimental Stations– mainly seminars;
- University on the agricultural and food field - Agricultural University – Plovdiv; Trakia University – Stara Zagora; University of Forestry – Sofia; Ruse University; and University of Food Technology – Plovdiv
  - Trakia University - Master Programme “Consulting activities, development and management of projects under livestock production”;
  - Advisory service subjects under Bachelor and Master Programmes (for example – “Advisory services methods” under speciality “Agronomist” in the University of Forestry);
  - Training on the statutory management requirements and the good agricultural and environmental condition (cross compliance) – 16 educational hours (provided by Agricultural University – Plovdiv; Trakia University – Stara Zagora; University of Forestry – Sofia). The curriculum was approved by the Ministry of Agriculture and Food. The training was for advisors from consultation organizations which want to apply under RDP 2007 – 2013 Measure 114 “Use of advisory services by farmers and forest holders”
NAAS example:
TRANSFER OF KNOWLEDGE AND INNOVATION
(INTERACTION WITH AGRARIAN UNIVERSITIES AND RESEARCH INSTITUTES)

- Contracts for cooperation;
- Common seminars;
- Demonstration of new technologies and products;
- Issues of common information materials;
<table>
<thead>
<tr>
<th>Hungary in numbers</th>
<th>Bulgarian in numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>➤ Total population: 9,893,899</td>
<td>➤ Total population: 7,364,570</td>
</tr>
<tr>
<td>➤ Total area: 93.030 km²</td>
<td>➤ Total area: 110,879 km²</td>
</tr>
<tr>
<td>➤ GDP per capita: 13,486 USD</td>
<td>➤ GDP per capita: 7,713 USD</td>
</tr>
<tr>
<td>➤ Utilized agricultural area: 57.4%</td>
<td>➤ Utilized agricultural area: 46.1%</td>
</tr>
<tr>
<td>➤ Agriculture’s contribution to employment: 4.4%</td>
<td>➤ Agriculture’s contribution to employment: 19% (including self-employed)</td>
</tr>
<tr>
<td>➤ GDP per capita (agriculture): 9,800 USD</td>
<td></td>
</tr>
<tr>
<td>➤ Agriculture’s contribution to GDP: 3.53%</td>
<td>➤ Agriculture’s contribution to GDP: 4.5%</td>
</tr>
<tr>
<td>UAA size class</td>
<td>country</td>
</tr>
<tr>
<td>----------------</td>
<td>---------</td>
</tr>
<tr>
<td>Number of holdings (1000)</td>
<td>BG</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HU</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>UAA (1000 ha)</td>
<td>BG</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HU</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>Cattle (1000 heads)</td>
<td>BG</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>HU</td>
</tr>
</tbody>
</table>

**Source:** Eurostat FSS - Agricultural Census 2010
### Number of holdings by size of the holding

<table>
<thead>
<tr>
<th>Country</th>
<th>Total</th>
<th>0-0.9 ha</th>
<th>1-2 ha</th>
<th>2-4.9 ha</th>
<th>5-9.9 ha</th>
<th>10-19.9 ha</th>
<th>20-29.9 ha</th>
<th>30-49.9 ha</th>
<th>50-99.9 ha</th>
<th>&gt;100 ha</th>
</tr>
</thead>
<tbody>
<tr>
<td>HUNGARY</td>
<td>576,810</td>
<td>42,790</td>
<td>412,740</td>
<td>46,060</td>
<td>26,540</td>
<td>19,430</td>
<td>7,950</td>
<td>7,440</td>
<td>6,410</td>
<td>7,450</td>
</tr>
<tr>
<td></td>
<td>4,686,340</td>
<td>-</td>
<td>138,000</td>
<td>142,670</td>
<td>183,910</td>
<td>268,840</td>
<td>190,290</td>
<td>282,690</td>
<td>445,860</td>
<td>3,034,080</td>
</tr>
</tbody>
</table>

### Harvested production of some of the main crops (1 000 tonnes)

<table>
<thead>
<tr>
<th>Country</th>
<th>Cereals total (incl. rice)</th>
<th>Fields peas</th>
<th>Sugar beet</th>
<th>Rape</th>
<th>Sunflower</th>
<th>Common wheat</th>
<th>Barley</th>
<th>Grain maize</th>
<th>Rye and maslin</th>
<th>Rice</th>
</tr>
</thead>
<tbody>
<tr>
<td>HUNGARY</td>
<td>138,14,5</td>
<td>22,1</td>
<td>770,5</td>
<td>527,2</td>
<td>1387,8</td>
<td>4,080</td>
<td>989</td>
<td>8,089</td>
<td>77</td>
<td>9</td>
</tr>
</tbody>
</table>

### Livestock units by type of livestock (1 000 LSU)

<table>
<thead>
<tr>
<th>Country</th>
<th>Total livestock</th>
<th>Cattle</th>
<th>Sheep</th>
<th>Goats</th>
<th>Pigs</th>
<th>Poultry</th>
<th>Other LSU</th>
</tr>
</thead>
<tbody>
<tr>
<td>HUNGARY</td>
<td>2483,8</td>
<td>525,4</td>
<td>120,4</td>
<td>9,2</td>
<td>793,2</td>
<td>976,1</td>
<td>59,4</td>
</tr>
</tbody>
</table>
The beginning of agricultural extension at University of West Hungary

- **1818** Establishment of Faculty’s predecessor
- **1840** Royal Observatory Station for Agrometeorology
- **1869** Royal Experimental Station for Agr. Machinery
- **1872** Royal Experimental Station for Agr. Chemistry
- **1878** Royal Experimental Station for Seed Control
- **1891** Royal Experimental Station for Plant Production
- **1891** Royal Experimental Station for Animal Health
- **1892** Agricultural Advisory Committee
- **1897** Royal Experimental Station for Plant Physiology and Pathology
- **1903** Royal Experimental Station for Dairy Science
- **1909** Royal Research Institute for Plant Breeding
University of West Hungary (UWH)
Faculty of Agricultural and Food Sciences (FAFS)
Mósommagyaróvár, Hungary

- FAFS joined UWH in 2000
- FAFS has 9 institutes
- 73/2007. (VII. 27.) ministerial regulation

Institute for Consultancy and Training (ICT)

Regional Advisory Centre of West-Transdanubia Region
Institute for Consultancy and Training (ICT)

Main activities:

• Trainings for advisors and farmers
• Education (MSc, BSc)
• Research, development, innovation
• UWH’s Model Farm Network project
  (regional advisory activity and co-operation in practical trainings with 62 farms)
The Hungarian AKIS

**RESEARCH**

**Ministry of Agriculture (MA)**

*Nine institutes*: covering Agricultural economics, Animal breeding and nutrition, Small animal breeding and nutrition, Forest, Fisheries, Food, Biotechnology, Agricultural engineering, Geodesy, Cartography and Remote Sensing

**Hungarian Academy of sciences**

*Six institutes* relevant to agricultural producers covering: agriculture, pest management, Soils and agrochemicals; veterinary, biological research, agricultural economics

*Nine institutes covering*: Meat market, peppers, vegetables, milk economy, fruit and ornamental plants, grain

**Other state owned institutes**

**Ministry of Human Capacities**

21 institutes belonging to agricultural universities and colleges

**Private sector and various institutes**

**EXTENSION**

**Farm Advisory System**

Set up in 2007 maintained, regulated and controlled, by the MA and mainly funded by the EAFRD; 787 registered active advisors in 2015, seven Regional Advisory Centres, 35 active Territorial Advisory Centres

**Farms Information Service**

Set up in 2007, managed by the Hungarian Chamber of Agriculture

**Network of village advisors**

The network jointed to the Hungarian Chamber of Agriculture in 01.01.2014, and has 702 village advisors

**Private advisors**

**SUPPORT SYSTEM**

**Producers associations**

Hungarian Chamber of Agriculture (compulsory membership for the farmers)

**Product boards**: Covering Poultry; Fruit and vegetables, Meat, Grain, and feed etc.

**Foodchain Safety Authority and agriculture office**, supervised the government office

**Agricultural and Rural Development Agency**

supervised the AM, the sole paying agency EAGF and EAFRD funds and national funds

**EDUCATION**

**Ministry of Human Capacities**

**Universities**: Major agricultural, horticultural, veterinary teaching centres in Debrecen, Gődöllő, Szeged Budapest (Corvinus University), Kaposvár, Keszthely (Pannon University), Mosonmagyaróvár (West Hungarian University)

**Higher Educational Colleges**: Major agricultural, horticultural centres in Győngyös, Szarvas, Kecskemét, Mezőtúr and Nyíregyháza

**Ministry of Agriculture**

**Vocational Schools**: 19 institutes which are run the MA covering agricultural, horticulture, food and related topics
Structure of Extension System in Hungary

Ministry of Agriculture

Hungarian Agricultural Chamber

Regional Agricultural Chambers

Advisers of the Chamber, Village advisors

Universities

Regional Extension Centres

Sub-Regional Extension Centres

Registered Advisers

Professional Extension Centre

Advisers, Experts

Model Farms

Civil Organisations of Extension

Extension Connected to Enterprises

Farmers
Current situation in extension service

ARDA - Agricultural and Rural Development Agency
MA - Ministry of Agriculture
Situation in extension service from 1 January 2016
GOALS OF CHAMBER OF AGRICULTURE

- Clear structure
- Standard knowledge level
- Strong professional background
- Cooperation
- Demand-based service
- Liability insurance system
- Improvement of the IT system

NATIONAL CENTRE OF KNOWLEDGE TRANSFER AND COORDINATION (NCKTC)
Who is the main provider of agricultural advisory service in Hungary?

- **Registered advisors** (work in a Sub-regional Extension Service): supported extension
- **Village advisors** (work in Chamber of Agriculture): administrative service
- **Private advisors**
- **Free consultancy offered by input providers**
What organization provides training for agricultural advisors?

**National Extension Centre**

**The Chamber of Agriculture**

**Regional Extension Centres**
(Seven Centres based on Agricultural Universities and Colleges)
Which are the main fields and themes of the training?

**Basic training and examination**

- Compulsory within 1 year after receiving advisory licence
- Topics of the basic examination:
  - Agricultural administration
  - Methodology of the knowledge transfer in agricultural advisory service
  - Information technology for agricultural advisors.
- The obligatory basic training — including its course material — is free of charge for agricultural advisors.
Which are main fields and topics of training?

**Compulsory yearly further training and examination**

- **Annual training**
  - 30 credit

- **Mandatory annual exam**
  - (in e-learning system)
  - 20 Credit

- **Optional forms of training**
  - 10 Credit

- **Methodology of extension**
  - 5 credit

- **Cross-compliance**
  - 15 credit

- • Conferences
  - • Forums
  - • Trainings related to actual tasks
  - • Agricultural journal subscription
  - • Farmer days
Is there a certification system for agricultural advisors in Hungary?

- Special certifications system: **NO**!
- Main requirements to be agricultural advisor in Hungary:
  - University (MSc) or college (BSc) degree in agricultural sciences
  - 5 years of practice
  - Basic exam and annual participation at further trainings
- The Register of Agricultural Advisors (Compulsory yearly further training)
- Postgraduate Training of Agricultural Advisors (4 semester)
Thank you for your attention!

Dr. Ver Andras  
Director, Institute for Consultancy and Training, Faculty of Agricultural and Food Sciences, University of West Hungary  
verandras@mtk.nyme.hu

Dr. Dimitar Vanev  
Director of General Directorate “Agricultural Advices and Analytical Laboratory”  
National Agricultural Advisory Service (NAAS)  
vanev@naas.government.bg