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Survey on needs and problems of farming businesses in the territory of the wine district in western Sicily

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Introduction

In the agricultural world, there is often a marked tecnocentric innovation interpretation, focusing on physical investments for the modernization and strengthening of businesses structures. In a "small scale" at the economic level, it is strategic for small and micro-business to invest in "intangible assets " which, with a minimum input, may contribute to reduce production costs, improve production processes, obtain higher value added products and, ultimately, create new development opportunities.

Within the framework of the cooperation project "GAIA innovative tool for economic efficiency of winemaking companies", action 1 "Preparatory Actions and methodological support" includes, among other activities, the performance of studies and analyses to identify and solve specific business problems/needs, as well as for the consolidation of basic methodological knowledge for an aware software and independent GAIA application for the purposes of management and corporate audit.

For the purposes of the action 1, ATS Gaia Sicily partners led a survey to detect the needs and problems of farming businesses more directly related to the question of innovation of the primary sector in the territory of the wine District of western Sicily. In particular, 90 farming businesses cooperated in the survey; they were given a questionnaire (so-called "self-assessment card for the identification of needs/ problems farming businesses", shown in full in the appendix to the present document) made up of the following sections:

- General data of farming business;
- Information related the business resource management:
 - a. Human resources;
 - b. Structural resources;
 - c. Technical resources;
 - d. Technical assistance and knowledge transfer;
- Other information about the farming business.

The responses of the 90 farming businesses indicating their needs and problems, collected and analysed in this work, even not being an expression of a representative statistical sample of the farming businesses of the area, allow ratings, considerations and proposals that may profitably stimulate interest and orient the choices not only of farmers, technicians and trade association but also of universities and other regional and local institutions engaged in promoting agriculture and sustainable development of rural areas.

Please note that agricultural entrepreneurs, by completing the 90 self-assessment cards, have almost never answered to all the questions. Maybe each of them answered to the questions considered important; it is not excluded, moreover, some difficulties in their needs/problems self-diagnosis in relation to themes or areas of work still not well known by the same businesses. Since no card was fully compiled, each thematic table shown below will never express the overall situation of agricultural entrepreneurs, therefore, each time it shows the one related to the part of those who responded to the question.

1. Agricultural areas used by farming businesses

The 90 farming businesses being studied, to whom were given the cards shown in the Appendix, work in the province of Trapani, in the territories of Salemi, Vita, Calatafimi, Gibellina, Santa Ninfa, Partanna, Castelvetro, Mazara, Campobello di Mazara, Marsala, and in the province of Agrigento, in the municipality of Santa Margherita Belice.

Among the 90 businesses only 82 have given timely responses about the surface cultivation destination. The following table 1 shows the cultivation surfaces for each agricultural entrepreneur, who has collaborated on the study. As you can see, to each of the 82 businesses correspond, on the whole, an utilised agricultural area (SAU) equal to 1. 136 hectares and 82 acres. Vineyards and olive groves together, occupy the 75.7 % of the total SAU of the sample; only vineyards have the 50.2% of the total SAU.

ID	Grapevine	Citrus Fruits	Fruit	Vegetables	Dried fruit	Olive oil	Table Olive	Arable	Vegetables in greenhouses	Uncultivated and pasture	Total SAU	OTE part.	UDE
1	22,56										22,56	352	6
2							10,40			1,70	12,10	370	3
3	5,68			9,77	0,26	16,71		0,17		1,23	33,65	614	6
4							10,00				10,00	370	3
5	3,78					0,07		8,72		0,53	13,10	352	4
6	2,31							3,50			5,81	352	3
7	1,31							1,10			2,41	352	3
8	1,56					0,22		0,34		0,06	2,18	352	3
9	0,11							2,61			2,72	151	1
10	2,72	0,07	0,64			0,38		1,36			5,17	352	4
11	12,78			0,31		0,12					13,21	352	6
12	11,90					1,62		8,12			21,64	352	6
13	11,78										11,78	352	6
14	26,00					10,00		7,00		1,00	44,00	352	6
15	9,75	5,00	0,50							0,6	15,85	380	6
16		1,33					2,60			2,00	5,93	380	3
17	35,00										35,00	352	6
18	1,60						7,03			0,82	9,45	380	4
19		1,10				8,32				0,78	10,20	380	3
20		3,00	0,50	9,00		4,00			1,00		17,50	615	6
21	2,53					0,37		0,62			3,52	352	3
22	25,00							2,00			27,00	352	6
23	8,67	0,17				7,28				10,00	26,12	352	5
24	8,50										8,50	352	5
25	13,00							2,00			15,00	352	6
26	33,00					7,00					40,00	352	6
27	18,00					0,80		1,20			20,00	352	6
28	5,00					2,00	2,00				9,00	352	4
29	10,09					4,12		4,50			18,71	352	5
30	1,28					0,51		0,49			2,28	352	3
31	7,00										7,00	352	5
32	3,00					1,30					4,30	352	4
33								5,00			5,00	151	1
34	2,00					3,50					5,50	352	3

35	3,78					2,70		0,92			7,40	352	4
36	12,54										12,54	352	6
Table 1 - CULTIVATION TARGET OF UTILISED AGRICULTURAL AREAS (HECTARES)													
ID	Grapevine	Citrus Fruits	Fruit	Vegetables	Dried fruit	Olive oil	Table Olive	Arable	Vegetables in greenh	Uncultivated and	Total SAU	OTE part.	UDE
37	8,00					12,00					20,00	352	5
38	14,58					3,29				0,30	18,17	352	6
39							9,40			3,90	13,30	370	3
40	3,56						12,40			0,14	16,10	380	5
41	6,85		0,21				7,42			6,26	20,74	352	5
42	0,84	0,04				3,26				1,30	5,44	380	3
43	5,22						3,85			0,91	9,98	352	5
44	16,77	0,86					35,62			6,40	59,65	380	6
45	10,27	1,71				22,21				1,70	35,89	380	6
46	2,49						5,73			0,93	9,15	380	4
47	2,93	0,31	0,64				5,86			1,67	11,41	380	4
48	7,51					0,20					7,71	352	5
49	0,06		0,04	0,36	0,44	15,54					16,44	370	4
50	8,00							10,50		1,50	20,00	352	5
51	12,00					0,25		2,95		3,33	18,53	352	6
52	4,50					0,66					5,16	352	4
53	4,00					1,00	3,00			2,00	10,00	352	4
54	1,31						3,84				5,15	380	3
55	6,00										6,00	352	5
56	2,00						1,00				3,00	352	3
57	1,00					1,00		0,30			2,30	352	3
58						0,40	4,60				5,00	370	3
59						3,00	7,00		1,00		11,00	211	5
60	10,27					0,33					10,60	352	5
61						3,00	7,00				10,00	370	3
62						3,00					3,00	370	2
63	2,00							2,00			4,00	352	3
64	5,00			5,00				20,00			30,00	613	6
65								30,00			30,00	151	3
66				10,00				14,00			24,00	163	6
67		1,00	5,00			3,00					9,00	361	4
68	2,81						2,09			0,30	5,20	352	4
69	20,06					1,78		1,11		1,63	24,58	352	6
70	7,76					0,60				3,59	11,95	352	5
71	14,89					0,16				4,46	19,51	352	6
72	16,94					0,39		3,58		1,69	22,60	352	6
73	17,68					0,30		0,96		2,26	21,20	352	6
74	10,32					0,41				1,30	12,03	352	5
75	2,30					0,07		0,55			2,92	352	3
76	2,37						0,03				2,40	352	3
77	1,20					0,10		4,10		0,25	5,65	352	3
78	2,67					0,44		1,41		0,06	4,58	352	3
79	1,91									0,03	1,94	352	3
80	10,96					1,54		1,97		0,53	15,00	352	5
81	17,04					0,44		0,46		3,22	21,16	352	6

82	4,20							4,29		0,76	9,25	352	4
TOT.	570,50	14,59	7,53	34,44	0,70	149,39	140,87	147,66	2,00	69,14	1.136,82		

Below there are some comments on data related to cultivated areas described in the previous table.

GRAPEVINE

As mentioned above, the dominant culture in the vineyards for wine production; it affects 570,50 hectares. Among the 82 agricultural entrepreneurs who have shown in detail the cultivation of their businesses and the relative extensions, there are 68 winemakers; among them, 7 grow the vineyard in monoculture, 10 are winemakers and olive growers, 40 grow vineyards, olive groves and other crops too. Among the latter entrepreneurs, many are also owners of arable lands, uncultivated and pastures: surfaces that are often rented or sold to sheep breeders of the area. There are still 7 winemakers with citrus, 5 with orchards, 4 with crops of vegetables and 2 with surfaces under dry fruits.

The most interested businesses in winegrowing have wine yards with an amplitude from 1 hectare to less than 5 hectares (27 cases), followed by businesses with vineyard from class 10 hectares less than 20 hectares (18 cases) and those of the class from 5 acres to less than 10 hectares (14 cases). Finally, 6 businesses belong to the class of amplitude from 20 acres to less than 35 acres and only 3 are below 1 hectare.

Almost all winemaker don't process, bottle and sell the wine, they just limited to the care of the vineyard and the grape harvest, entrusting the fate of grapes and wine to a social cellar. We will return later on these issues.

THE OLIVE GROVE FOR OIL AND TABLE

In the group of farming businesses taken into account, it follows in order of size the olive grove from oil, with 149,39 hectares of SAU, equal to 13,1% of the total overall SAU, to which must be added another 140.87 hectares of table olive groves, equal to 12.4 % of the SAU. Olive oil and table oil, have an extension of over 290 hectares, in the whole 25.5% of SAU declared by businesses. Farmers who cultivate only olive trees are 4; among those who practice other cultivation, on the other hand, 43 grow oil olive and 17 cultivate olive trees for the table. Overall, among the 61 olive growers, 5 cultivate both olive oil and table oil. As previously said, 50 are also winemakers.

As for the size of olive groves, it must be stressed that only 2 of them are over 20 SAU hectares: one, for olive oil, is 22.21 hectares, while the other, oil for the table, is 35,62 hectares. There are 9 olive groves from 10 to 19 hectares, 4 for olive oil, 3 for table oil and 2 including a portion for olive oil and the table oil. There are 8 olive groves whose size range from 5 to 9 hectares, among them 3 for olive oil and 5 for table oil; 17 olive groves range from 1 to 4 hectares, among them 11 for olive oil, 5 for table oil and one including a portion for olive oil and the table oil. Finally, there are 21 businesses with olive grove whose size are less than 1 hectare, among them only one is for table oil. These small olive groves are intended primarily for family consumption.

The majority of the olive groves of the area affected by the study is monoculture of the cultivar "Nocellara del Belice", excellent both for table olives and for extra vergine olive oil, both potentially certifiable by European DOP mark.

Agricultural entrepreneurs with olive groves care about pruning, olive harvest and other crop operations but they are not involved in extracting, oil bottling and treatment in brine for table olives. Therefore most of them do not sell directly the manufactured and processed products, they just sell oil to the holders of mills and table olives to operators who carry out processing and storage for resale to wholesalers external to the production area, notably coming from Campania,

who sell in Italian markets, often in unpackaged quantities and without reference to the territory of origin.

ARABLE LAND

The 33 agricultural entrepreneurs cultivate 147,66 hectares of arable land, the 13% of the whole SAU taken into account. The 4 most extended arable lands are, respectively, 10,50; 14,00; 20,00; and 30,00 hectares. In the extension class from 9 to 5 hectares there are 4 other arable lands, in that from 1 to 4 hectares there are 16, in the one with extension less than 1 hectare are the remaining 9 arable lands.

Among the 33 entrepreneurs identified, only 2 are dedicated exclusively to the cultivation of arable lands, 6 others associate this cultivation with vineyard, 25 to that of grapes and other crops, and 22 of these, even olive grove.

Arable land is the less demanding cultivation and in the area, it is also the least profitable. However arable is linked to the ancient vocation to the cultivation of durum wheat (two native ancient varieties are "Tumminia" and "Russulinna"), which turned Sicily into the "granary of Rome." Grain deserves to be fully transformed into bread and pasta, to be sold not only locally but also in Italy and in the international markets, as these are the most representative food products made in Italy. To date, the only product, produced and sold with a connotation of quality widely recognized is the black bread of Castelvetro, Slow Food presidia.

VEGETABLES

Only 6 out of 82 farmers stated that they grow vegetables at the open field; they cover 34.44 hectares of SAU, corresponding to 3.0% of the total SAU of the sample. Among these entrepreneurs, 2 grow vegetables in very small surfaces (respectively 31 and 36 SAU acres), the other 4, however, devote to vegetable surfaces standing in the class of amplitude between 5 and 10 hectares of SAU; these are in evidence for their being engaged in a relevant way with other crops at the same time: one of these cultivates 10,00 hectares with vegetables and 14.00 with arable; another entrepreneur distinguishes himself by a high level of crop diversification: 9.77 hectares of SAU devoted to vegetable garden; 5,68 to vineyard; 16,71 to olive oil; 0.26 to nuts, and 1,70 to uncultivated and pasture; a third entrepreneur grows 9 hectares of vegetables at open field, 1 hectare of greenhouse vegetables, 3 of citrus, 4 of olive oil and 0.50 of orchard; finally, the fourth entrepreneur grows both 5 hectares of vegetables at open field and also 5.00 of vineyards and 20.00 of arable. Moreover a seventh entrepreneur cultivates 1 hectare of greenhouse vegetables, 3 of olive oil, and 7 hectares of table olives

For farming businesses, vegetable garden is certainly the most profitable cultivation, but also the most risky and challenging, from the economically point of view as well to that of labour and technical management, since it needs frequent irrigation, daily care, higher chemical and energy input. The Sicilian saying "Ortu omu mortu" is the proof of it.

This is the main reason for which there are only 7 entrepreneurs engaged in the production of vegetables. The SAU related to vegetables, as well as being irrelevant to the agricultural economy of the area, is far from meeting the local demand for vegetables.

This is detected despite the large extension of agricultural land potentially irrigable with water coming from the reservoir artificial dam on the river Belice Sinistro or by the rich groundwater that still feed the numerous wells in the area.

THE ORCHARDS

The agricultural entrepreneurs who stated to have been engaged in the cultivation of orchards are 7 out of 82. They, in total, devote to orchard a SAU of 7.53 hectares, corresponding to 0.6% of the total SAU intercepted by the sample.

Among these 7 agricultural entrepreneurs, 5 own orchards with an extension of half a hectare or so; 1 has invested in an orchard area of smaller extension, only 400 square meters, but associated with a very respectable olive surface (15,54 hectares); 1 agricultural entrepreneur cultivates 5 hectares of orchard, associated with 3 hectares of olive trees and 1 of citrus.

Even in this case, the little amount of farmers dedicating to the orchard is explained by the high requirements of irrigation water, work and dedication, typical for this cultivation.

The orchard cultivation, such as the vegetable one, needs a greater inputs than others and, in the case of fresh products sold as such, has a continuous and significant demand for innovations to improve the yield and / or price sale, in terms of sustainability, food security and capacity to meet consumer preferences.

The intensity degree of the orchard is not certainly comparable to that of the vegetables though it is still higher than that of arable, vineyard and olive groves. Compared to vegetable garden cultivations, it should be pointed out the, however, its higher business risk related to the implementation of an investment - an orchard realization - certainly in the long term.

In the area of reference, as for orchards, potential of fruit production is not sufficient to meet local demand. The increase of surfaces for orchard, not only could cover the gap between supply and demand on the local and regional market (in particular urban areas as Palermo and other provincial capitals) but it could-and should -give impetus also to the production of other products too, such as jams, preserves and canned fruit, contributing to the creation of new skills, jobs and wealth.

CITRUS GROVES

In the sample of businesses surveyed in the course of the investigation, 11 out of 82 are agricultural entrepreneurs who hold citrus groves for SAU with 14.59 hectares, equal to 1.2 % of the total SAU.

The largest citrus grove is 5 hectares and belongs to a business cultivating also a vineyard of 9.75 hectares and a half-hectare orchard. Then follows a 3 hectares citrus grove belonging to a agricultural entrepreneur, who has diversified his cultivations in this way: half a hectare of orchard, 9 hectares of vegetables, 4 hectares of olive oil and 1 hectare of greenhouse vegetables. 4 other agricultural entrepreneurs grow citrus grove SAU ranging from 1 to 2 hectares in size, while the other 5 have SAU with citrus groves and an extension of less than one hectare (4 to 86 acres).

The vocation of the territory towards the production of citrus, primarily "blondes" oranges, is completely marginal if compared to the whole local agricultural economy. However, as already mentioned for vegetables and fruits, the sector has a lot of potential to develop. Consider that in Ribera (AG), today known pole for the production of "ombelicata blonde" oranges, not far away, even in the absence of an ancient tradition, farmers have succeeded within over a thirty-year period to make orange their strength in the local agricultural economy.

Even citrus, as fruit and vegetables, could be sold fresh or preserved in form of various products, also contributing to the development of new skills, jobs and wealth.

UNCULTIVATED AND PASTURE

Agricultural entrepreneurs with "uncultivated and pasture" are 6 out of 3, and together they achieve a SAU of 69.14 hectares equivalent to 6.0 % of the total SAU sample of business. Almost the whole of this surface cannot have other destination because these are lands acting as service to other cultivations (in case of smaller surfaces) or rocky soils and/or rough lands.

Only 3 business are affected by uncultivated and pasture with a surface extension between 5 and 10 hectares; 18 have uncultivated and pasture fields ranging from 1 to 4 hectares, 15 business

have less than 1 hectare and, among them, 7 are those with uncultivated and pasture with a size less than half a hectare.

Lands for pasture, although less profitable, allow the daily production of cheeses and cottage cheese, source of income for sheep breeders and essential part of the heritage of the belicin territory. Up to 30-40 years ago, in fact, pastures were enormously popular and even much more numerous were the herds of sheep and goats. The inexorable advance of agricultural land dedicated to vineyards and olive groves, together with the lack of attractiveness of the shepherd's job for the younger generation, have led to the abandonment of livestock activities and the allocation of soils to pasture only the most marginal and inaccessible one to the media mechanics.

LIVESTOCK REARING

Among the 90 businesses taken into account only 2 have reported the practice of rearing: 1 business breeds 8 bovine, 1 equine and 10 chickens, while the other breeds 350 heads between sheep and goats.

The fresh ricotta, fresh cheeses (primosale and the DOP "Vastedda della Valle del Belice") and seasoned cheeses from native sheep breed "Valle del Belice", worked and packaged by the last remaining dairies in the area, are sold not only in all the delicatessens, butcher shops, small grocery stores and GDO centers of the Belice Valley, but also in many specialty shops and GDO retails in the area of Palermo. Interesting is also the production of sugared and frozen ricotta cream for supplies to confectionery workshops.

Cattle	Sheep And Goats	Pigs	Horses	Poultry Farming
8	350	0	1	10

The following table (Table 3) offers an overview of the distribution of Technical Economic Guidelines (OTE) adopted by 82 businesses for vegetable productions. Among them, there are 74 businesses specialized in permanent cultivations, 55 of them specialized in the production of quality wines, 11 characterized by a different combination of permanent cultivations, and 7 specialized in olive growing.

OTE general	OTE main	OTE particular	Number of agricultural enterprises
1. Businesses specialized in arable crops	15. Businesses specialised in the cultivation of cereals, oilseeds and protein plants	151. Businesses specialised in cereals (except rice) oilseeds and protein crops and	3
	16. Businesses specialised in other arable crops	163. Businesses specialised in vegetable gardens in full field	1
2. Businesses specialised in hortifloriculture	21. Businesses specialised in greenhouse hortifloriculture	211. Businesses specialised in greenhouse horticulture	1
3. Businesses specialised in permanent crops	35. Businesses specialised in viticulture	352. Wineries specialized in the production of non quality wines	55
	36. Businesses specialised in fruit and citrus industry	361. Businesses specialised in the production of fresh fruit (excluding tropical citrus, f. and f. nuts)	1
	37. Businesses specialised in olive	370. Businesses specialised in olive	7
	38. Businesses with different combination of permanent crops	380. Businesses with different combination of permanent crops	11

6. Businesses with mixed farming	61. Businesses with mixed farming	613. Combined arable crops and vineyards	1
		614. Combined arable crops and vineyards	1
		615. Arable oriented polyculture	1

The next Table (table 4) shows the distribution of businesses by class of Economic Size Unit (UDE) measured in standard total Production business expressed in Euro ¹.

UDE classes	Euro limits	Number of agricultural businesses
I	less than 2 000	2
II	from 2 000 to less than 4 000	1
III	from 4 000 to less than 8 000	24
IV	from 8 000 to less than 15 000	14
V	from 15 000 to less than 25 000	15
VI	from 25 000 to less than 50 000	25

Finally, it is reported in the following table (table 5), the overview of OTE and UDE distribution of farming business taken into account. As expected, the UDE classes with higher values are all about OTE 352, corresponding to wineries specialized in the production of non-quality wines.

OTE	151	163	211	352	361	370	380	613	614	615	TOT
UDE											
1	2	0	0	0	0	0	0	0	0	0	2
2	0	0	0	0	0	1	0	0	0	0	1
3	1	0	0	14	0	5	4	0	0	0	24
4	0	0	0	9	1	1	3	0	0	0	14
5	0	0	1	14	0	0	1	0	0	0	16
6	0	1	0	18	0	0	3	1	1	1	25
TOT	3	1	1	55	1	7	11	1	1	1	82

2. Characteristics of the entrepreneurial fabric

Table 6 shows that, among the 64 agricultural entrepreneurs who responded to the question, only 2 do not exceed 25 years of age, while the largest group is aged between 26 and 45 years, represented by 30 entrepreneurs; then follows the group with people from 46 to 65 years, with 29 subjects, and the one made up of people over 65 years, with only 2 entrepreneurs.

But it is interesting to pay attention to the qualifications: 15 subjects are graduates and 25 own a diploma, for a total of 40 subjects out of 64 (ie two-thirds) with an appropriate level of education.

¹ Standard production (PS) means the production value corresponding to the average situation of a given region for each agricultural production activities. Basic data are taken from Rete RICA considering a period of five calendar years or five consecutive agricultural campaigns. Total standard production of the business in relation to vegetable production activities is equivalent to the sum of the values obtained for each productive activity by multiplying the standard production per unit area for the corresponding number of hectares (for any clarification on the Community classification of farming business based on OTE and ESU and read CE Regulation No 1242/2008).

13 entrepreneurs completed compulsory school and further 11 didn't. The majority of entrepreneurs own therefore, a degree or diploma. They would be rightfully expected to have capacity to undertake. We will look into it later, that this is not always obvious. Moreover, the low inclination towards cultivations demanding a greater need for innovation as orchards and vegetables, together with a general lack of interest in activities at the bottom of the production, as processing and marketing of products denote the little dynamic entrepreneurial fabric which is not market-oriented.

Distribution by age in years	Total responses	Graduation	Diploma	Compulsory schooling	Without compulsory schooling
Up to 25	2	0	1	0	1
26 - 45	30	7	10	8	5
46 - 65	29	8	13	5	3
Over 65	3	0	1	0	2
TOT.	64	15	25	13	11

Table 7 shows that out of 58 agricultural entrepreneurs responding to the corresponding section of the questionnaire, 20 subjects have the professional farmer qualification, 17 are agricultural workers with the status of farmer, 7 are agricultural labourers. Among the other non prevailing farming businesses, ie 8 subjects between teachers, employees and freelancers 6 (curiously architects and doctors), we do not know if they deal in all or part of the technical management of the businesses. Often these categories are quite present at the time of harvest, while for all other practices they rely on the cooperation of other family members, friends and relatives or adventitious waged labour.

Age classes in years	Total answers	Agricultural Entrepreneur	Professionals (architects and doctors)	Teachers and employees	Independent farmer	Farmhand Entrepreneur
Up to 25	3	1	0	0	1	1
26 - 45	23	9	2	3	8	1
46 - 65	28	8	4	5	7	4
Over 65	4	2	0	0	1	1
TOT.	58	20	6	8	17	7

If you want to make some considerations on the link between the age of entrepreneurs and extension of business reality, aspect considering the managerial competence in situations of greater organizational complexity, it may be considered that, among the 41 entrepreneurs who do not exceed the 45 years of age, 9 grow a SAU not exceeding the 5 hectares of extension, 16 work in SAU class between 6 and 12 hectares, 10 manage a large SAU class between 13 to 20 hectares. In this age group only 6 agricultural entrepreneurs work on surfaces over the 21 hectares, and of them, only 1 has a SAU over 40 hectares. However, it is almost surprising that this so young group of entrepreneurs is engaged in the management of quite extended agricultural surfaces.

The largest businesses in fact are in the hands of group of entrepreneurs aged between 46 and 65 years. Among them, 14 manage a SAU extended up to 5 hectares, 7 have a SAU from 6 to 12 hectares, only 1 entrepreneur has a SAU between 13 and 20 hectares, while at least 14 have a SAU of over 21 hectares (5 entrepreneurs handle SAU even bigger than 40 acres). Of course, to fully understand the organizational complexity and business risk associated with the managing of these agricultural lands, it is necessary to trace the grown cultivations (see Table 1).

Age classes in years	Total answers	Up to 5 ha	6 - 12 ha	13 – 20 ha	21 - 40 ha	> 40 ha
Up to 25 years	3	1	2	0	0	0
26 – 45	38	8	14	10	5	1
46 – 65	36	14	7	1	9	5
Over 65	3	1	1	1	0	0
TOT.	80	24	24	12	14	6

3. Taxation and product marketing

As previously mentioned, most of the businesses have an economic dimension and degree of activity of all respect. It should be noted that none of the 90 businesses that have completed the questionnaire, stated to transform the products or at least to enhance the by-products of the businesses through the sale or reuse.

The taxation and trade aspects discussed below are, therefore, referred to the marketing of these products. As previously mentioned, most businesses have an important economic size and level of activity.

According to the survey carried out, there are 48 farming businesses emitting bill, out of a total of 56 businesses providing information concerning their taxation. Having exceeded the limit of turnover (€ 7,000.00) required by law for the application of the VAT exemption, such businesses are required to keep accounting (billing, registration, annual statement) for the purposes of value added tax (VAT) and the regional tax on productive activities (IRAP) returning automatically to the so-called special regime for farmers. The remaining 8 businesses, having not reached the above limit, are only required to retain invoices received for purchases and those issued by customers (as self billing) to their own. It seems appropriate to remember that, for completeness of information, the farmers may join the ordinary regime provided for commercial enterprises, which allows deducting VAT on purchases and paying VAT to the treasury on sales.

As for the commercial channels and the types of sales, 38 entrepreneurs out of 60 answering the question, give grapes to cooperatives/social cellar. Of these, however, only 14 are aimed exclusively at this channel outlet. And, in turn, only 8 entrepreneurs devote their products (grape wine, olive oil and table olives) exclusively to private industries; 12 carry out the sale of products to wholesalers. Others 6 use the channel of direct selling inside business; between them, 2 sell their products at farmer's markets. Nobody sells to hoarders, large supermarket chains (GDO) or directly through e –commerce.

Cooperatives / Social wine cellars and sale to private industries	Cooperatives / Social wine cellars	Sale to private industries	Cooperatives/ Social wine cellars and sale direct in business	Sale to wholesalers	Cooperatives / Social wine cellars Wholesalers and Direct sale within business	Farmer's markets Direct sale within business and other	Cooperatives / Social wine cellars Private industry Direct sale within business	Cooperatives / Social wine cellars and other
16	14	8	4	12	1	2	1	2

Wine grape conferred to the social wine cellar is the only agricultural product whose processing and marketing is "socialized". It has not been reported any other associative forms, sectorial agreements, agreement in supply chain, organisations of producers, other forms of integration between businesses. For olive oil, olives and other products, each one "arranges" himself, working by himself. Deepening the issue, even grapes delivered to social cellars do not have a social destiny managed by agricultural producers who, once given the product, just wait for payment and have no idea of the destiny of the wine coming from the their grapes. Moreover, they do not take charge of the image of their products and relationships with the market; therefore they have limited horizons even on the industrial production process and also on the quality of current and potential production.

4. Corporate structures

As for businesses² resources actually used for structural economic activity, ignoring livestock, as only 2 businesses are animal breeders, out of 89 businesses answering to the questionnaire about corporate structures, 43 have shelters for machinery and equipment fully meeting the businesses needs. 33 other companies judged their own shelters partly fit; the main reasons for this opinion are related to structural features not suited to production process or need for extraordinary maintenance. The businesses, which expressed an opinion absolutely negative, represent 14.6% of the total; in this case, the main reason is due to the total absence of these structures within the same businesses.

As for the availability and suitability of the premises for the storage of technical machines, instead among 77 businesses responding, 34 companies have given a fully positive opinion, 18 have considered their structures partially meeting business needs; finally, local businesses without or not suitable premises represent 32.5% of the total.

On the premises for the manufacture, processing and marketing of farm products 53 businesses have expressed their opinions, but according to half of them (49.2%) the premises would not be responsive due to the absence, inadequacy or structural need for extraordinary maintenance. As already mentioned above, there are few businesses aiming to increase directly the added value of their productions: in fact, grapes are systematically delivered to social wineries, the olives for oil to the mill and the most table olives is sold to third parties.

On the other hand, agricultural entrepreneurs show a greater attention towards investment in arboreal plants: the data shows that out of 68 responses, 34 (exactly 50% of the total) have expressed a full compliance of their plants, other 9 (13.2 %) a partial compliance. For these tenure structures the dissatisfaction index is equal to 36.8% and is mostly related to mechanization inadequacy.

Sample businesses, overall, make emerge a great need of modernisation and/or adaptation of business structures.

² Moreover it has to be noted that 21 of the entrepreneurs participating in the survey have claimed to have animal shelters, only 2 are livestock businesses. It means in other words that the 19 stables are not used on zoo technical purposes.

Table 10 - COMPLIANCE TO BUSINESS NEEDS OF REAL ESTATE STRUCTURES								
Structures	Total answers		Yes		No		Partially	
	n	%	n	%	n	%	n	%
Rooms, machines and equipment	89	100,0	43	48,3	13	14,6	33	37,1
Rooms, technical means of production deposit	77	100,0	34	44,2	25	32,5	18	23,4
Rooms for production, processing and marketing	53	100,0	14	22,2	31	49,2	8	12,7
Arboreal plants	68	100,0	34	50,0	25	36,8	9	13,2

5. Technical resources

With regard to compliance of technical resources and business needs, there have been taken into consideration the tools for machinery and general gears for the processing of land, crop operations, equipment for processing, marketing of the products and computer equipment. Even in this case there has been excluded livestock equipment because of the little number (only 2) of businesses concerned.

Table 11 - COMPLIANCE TO BUSINESS NEEDS OF TECHNICAL RESOURCES								
Technical Resources	Total answers		Yes		No		Partially	
	n	%	n	%	n	%	n	%
Machines and equipment	72	100,0	59	81,9	8	11,1	5	6,9
Equipment for processing and marketing	44	100,0	12	27,3	26	59,1	6	13,6
Computer equipment	68	100,0	36	52,9	25	36,8	7	10,3

Of the 72 entrepreneurs who have expressed about the compliance of their machinery and equipment, 59, ie, 82% of agricultural entrepreneurs, have expressed a very positive opinion; 8 entrepreneurs are clearly dissatisfied, 5 have partially fulfilling machinery and equipment.

Similarly to the premises for processing, transformation and commercialization of products, a fairly high percentage of entrepreneurs (59.1% out of a total of 44 entrepreneurs) declares to be absolutely dissatisfied with the equipment appropriate to these functions; equipment which, if properly introduced in the business or renovated / upgraded, could create added value, new job and new know-how. 6 other entrepreneurs (13.6%) are partially satisfied, while 12 state they have facilities fully meeting their needs.

Finally, out of 68 entrepreneurs, 36 have positive opinion on their computer equipment, while the other 32 (even if 7 only partially) have some problems about the obsolescence of equipment and / or lack/ absence of Internet connection. These entrepreneurs, as expected, belong to the group of younger entrepreneurs.

6. Information, advice and technical assistance.

The wide variety of subjects flanking the technical and organizational management of businesses, providing them information services, technical assistance and advisory services, is attributable to three different categories:

- A public one, represented on the one side by the central and peripheral structures of the Regional Office of Agriculture, Rural Development and Fisheries in the Mediterranean (Provincial Inspectorates to agriculture – IPA and Operational Services for technical assistance - SOAT) and the other by universities, research institutes and other centres of innovation;
- A private one, attributable to freelancers activities and analysis laboratories;
- A third category given by the agricultural trade association and other forms of association and / or aggregation (Social Cellar, consortia, etc.).

The regional structures play a very important role also connected to the investigation and control of request instances of contributions / premiums paid by PSR or other sectorial instruments such as the Wine CMO. As for these structures, the opinion of entrepreneurs is very fragmented: out of 67 entrepreneurs providing a response, 28 have answered positively, i.e. for the full compliance of these resources to their needs; 17 entrepreneurs have expressed a negative opinion, 22 other entrepreneurs have expressed reservations. The most frequently mentioned problems by these two groups of entrepreneurs are due to bureaucracy, prolonged response times for users, inadequate technical assistance service both in terms of quality and insufficient resources in the area.

Out of 39 respondent businesses, the prevalence has expressed an adverse opinion (33 clearly and 5 in part) about the information service and transfer of knowledge offered by universities, research institutions and innovation centres. This has been attributed to the physical distance of these structures, with which entrepreneurs have little chance of establishing any contact. Only in one case the ineffectiveness of these resources has been attributed to excessive delays in response to instances.

In contrast, the opinion about the compliance of the services offered by the agricultural associations of category is quite positive, 43 out of a total of 68 entrepreneurs have expressed a full satisfaction opinion. It should be noted that the participation of entrepreneurs with agricultural trade association is based on on-going relationships strongly influenced by the role played by such actors as Agricultural Tax Assistance Centres (CAAF), delegates subjects to the management of business files on the National Agricultural Information System (SIAN) and mediators of telematics operations on introduction / correction of the PAC help questions, including those related to the design of the RDP interventions. Entrepreneurs who in the survey expressed a negative opinion, partial or total, against the trade Associations have reported problems concerning the insufficiency of information service, failure to update the staff of these facilities, the inadequacy of the level of service costs, problems of bureaucracy and interface with users (self-reference positions).

Very similar to the distribution of responses observed for trade associations is the one concerning the performance of freelancers, who provide technical support to production and management processes implemented by agricultural businesses. In this case, however, it grows the number of entrepreneurs who have expressed a partial responsiveness of services to business needs, mainly due to a neglected level of skills, cost consulting and bureaucratic problems.

The answers on the failure causes of the above subjects, although generic, clearly indicate the existence of environmental factors (relational, institutional and organizational in general) which act as obstacle or at least they are not in favour of a true enterprise strategy. These aspects deserve certainly a further study.

The services offered to farming businesses given by analysis laboratories are totally inadequate as they are sparsely disseminated in the territory. Also this aspect could be deepened in a further stage of the investigation.

Finally, most of the sample businesses observed is involved in associative forms meeting business needs: these are mainly social cellars that in the very moment of harvest, provide to their partners

technical assistance and supply technical means (agrochemicals and fertilizers) with flexible forms of payment (cash adjustment on the sale of grapes)

Table 12 - COMPLIANCE TO BUSINESS NEEDS OF TECHNICAL RESOURCES, ADVICE AND TECHNICAL ASSISTANCE.

Technical Resources	Total answers		Yes		No		Partially	
	n	%	n	%	n	%	n	%
Regional Office of Agriculture, of rural development and fisheries in the Mediterranean (IPA, SOAT, ESA, Observatory for plant diseases, ecc)	67	100,0	28	41,8	17	25,4	22	32,8
Universities, research centres, centres of Innovation	39	100,0	1	2,6	33	84,6	5	12,8
Agricultural associations (CIA, Coldiretti, Confagricoltura, etc.)	68	100,0	43	63,2	7	10,3	18	26,5
Freelancers (Doctors of Agronomy and forestry, Agricultural Experts, Oenologists, Enotechnician, surveyors, engineers, accountants, computer, etc.)	69	100,0	38	55,1	8	11,6	23	33,3
Analysis laboratories	41	100,0	6	14,6	29	70,8	6	14,6
Membership forms/OP/partners (Wineries, Social associations, OP, other consortia, etc.)	62	100,0	47	75,8	7	11,3	8	12,9

7. Access to public funding

Table 13 shows the distribution of responses to the question relating to any public funding collected by farming businesses over the past 5 years. As you may see, the demand to public support was mainly oriented to intercept the financial resources of the OCM wine through participation to Regional call for tenders of actions in favour of grubbing-up, replanting of vineyards (47 businesses out of a total of 73) and "green harvest" (34 businesses out of 71).

In addition, it was indicated the participation of 29 young entrepreneurs (out of 59 businesses respondents) with age less than 40 years, who have benefited from the award for the first agricultural settlement established by PSR Sicily 2007-2013. Considered the obligation to realize investments planned by the PSR Sicily 2007-2013 as part of the "young package", this data is likely correlated with the number of businesses (23 out of 57 in a total) that have benefited from specific actions in support of the realization of the investment business, such as the systems for the production and use within the company of energy from renewable sources (actions 121 and 311). In practice, these may be truly innovative initiatives, but they are no more available information in order to investigate this aspect.

Another group of well represented businesses is the one benefiting from the single prize business while looks pretty meagre the number of businesses, which through the five-year awards of the PSR 214 Action "agri-environment payments", have adopted forms of management of farmland more environmentally friendly. Only 11 businesses out of a total of 43, in fact, have declared to participate in the sub action for models of sustainable agriculture (214/1A) and only 6 out of 47 have reported their adhesion to the sub action for organic agriculture (214/1B).

Finally, 3 farming businesses out of a total of 44, have declared to perceive some compensatory allowances because they own businesses located mainly in less-favoured area.

A still important information comes from the fact that 55 firms out of the 70 respondents to the specific question of the questionnaire, have not encountered any difficulties related to forms of support put in place by regional agricultural policy.

Table 13 - GOVERNMENT GRANTS						
Sources	Total answers		YES		NO	
	n	%	n	%	n	%
PAC - I Pillar (Single business premium)	49	100,0	37	75,5	12	24,5
PAC - I Pillar (OCM Wine - vineyards grubbing up and replanting)	73	100,0	47	64,4	26	53,6
PAC - I Pillar (OCM wine - green harvest)	71	100,0	34	47,9	37	52,1
PSR - Compensatory allowances in less-favoured areas	44	100,0	3	6,8	41	93,2
PSR - Agro-environmental payments (Sustainable Agriculture)	43	100,0	11	25,6	32	74,4
PSR - Agro-environmental payments (organic farming)	47	100,0	6	12,7	41	87,3
PSR - Young farmers settlement	59	100,0	29	49,1	30	50,9
PSR - Investment in farming businesses	57	100,0	23	40,3	34	59,7

8. Other management aspects

As for the adhesion of the observed businesses in certification systems of regulated quality (organic according to 834/2007 and 889 /2008 CE Regulations, DOP and IGP according to the 510/2006 CE Regulation) 51 entrepreneurs out of 78 subjects answering to the relevant question, stated to have tried to obtain products with DOP or IGP trademarks. The data is certainly not surprising in the light of the significant number of marks recognized by national and European to wine and olive oil products of the territory of Western Sicily. Just consider the DOC Sicily, IGT Terre siciliane, table olive oil Nocellara del Belice DOP, oils DOP Val di Mazara, Valli Trapanesi and Valle del Belice, etc...

A rather interesting data is related to the application of organic production: by comparing Table 14 and Table 10, it is possible to see that only 10 entrepreneurs (out of a total of 43) produce in compliance with specific regulations on organic farming; of these, only 4, not being bound to the commitments of the 214/1B PSR, have chosen to position themselves on the market of organic products regardless of their ability to perceive the agri-environmental prize.

In general, still little known among entrepreneurs are the market opportunities arising from the conversion to organic production processes, opportunities that in recent years have continued to have attractive growth rates in terms of revenue both for the wine and for other food products.

Types of products	Total answers		YES		NO	
	n	%	n	%	n	%
Conventional products	44	100,0	35	79,5	9	20,5
Organic products	43	100,0	10	23,2	33	76,8
DOP o IGP products	78	100,0	51	65,4	27	34,6
Other quality products	22	100,0	0	0,0	22	100,0

Finally, it is worth to highlight (table 15) that almost all agricultural entrepreneurs (48 out of 49) have not encountered any difficulty in growing products, sign that each of them thinks to know very well the farmer's job.

The number of agricultural entrepreneurs with managerial difficulties, however, grows significantly with respect to commercialization (33 entrepreneurs out of 94) and compliance with the occupational safety and health (14 out of 47) . Moreover, only 7 businesses out of 58 are affected by the adoption of a system of voluntary certification of traceability, 2 of them with difficulty.

The keeping of business register and the HACCP plan for food safety do not appear to have widespread difficulties.

Management difficulties	Total answers		YES		NO	
	n	%	n	%	n	%
Difficulties in obtaining of products	49	100,0	1	2,0	48	98,0
Difficulties in marketing	94	100,0	33	35,1	61	64,9
Difficulty in keeping business registry	43	100,0	1	2,3	42	97,7
Difficulty in keeping the HACCP plan	32	100,0	5	15,6	27	84,4
Difficulties in compliance with occupational safety	47	100,0	14	29,8	33	70,2
Difficulties in adopting a system of voluntary certification of traceability	7	100,0	2	28,6	5	71,4

9. Conclusions

The ideas, even empirical, which may be found in the survey carried out so far, allow to delineate a space for reflection on the presence in the District of Wine in Western Sicily of a fragmented and highly diversified entrepreneurial system in characteristics of human capital, facilities and technical business resources.

From the general traits, merges in particular a wine business system heavily focused on the maintenance of traditional farming practices and a model of associations - that of social Cellars - which, on the one side has represented one of the few significant examples of aggregation of throughputs in Sicily, on the other hand it could not succeeded, with very few exceptions, to become a driving force of growth for local development, excluding in this way primary producers from the agro-industrial and commercial exploitation of the production along the supply chain.

However, being not an analysis of the system, the survey has put the spotlight on some crucial aspects of the intercompany technical-economic management, revealing some of the strengths point(the productive specialization of businesses, a good level of technical and agronomic knowledge, the inclination to invest in the settled agriculture by new young entrepreneurs, etc. .) but also some significant weaknesses, first of all a lack of attention to issues of environmental

sustainability and a certain inability to grasp some pulses coming from the market, such as the growth in demand for organic products.

In addition, the survey allowed showing a widespread difficulty among agricultural businesses in adapting themselves to the rules on workplace safety and adherence to the system of voluntary certification of traceability.

As for the ability of businesses to benefit from some positive externalities of an institutional nature, there would not appear particular problems related to access to public support instruments implemented by Pillar I of the PAC (Single Premium Business and OCM Wine) and PSR Sicily 2007-2013.

In contrast, compared to the current situation, most of the farming businesses would need to be in network with suppliers, information service, advice and technical assistance both public and private., In relation to these subjects, in fact, businesses are demanding a substantial redirection of services offered to the highest standards in terms of effectiveness, technical quality, simplification, no lack of professionalism, local availability, organizational efficiency and responsiveness to customers.

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Self-assessment card for the identification of farming business needs/problems

Project "GAIA – innovative tool for economic efficiency of winemaking enterprises"
Act. 124 "cooperation for the development of new products, processes and technologies in the
agricultural and food industries, as well as in forestry" PSR 2007-2013 Sicily

GENERAL DATA OF THE COMPANY

SURNAME OR BUSINESS NAME		NAME	
<input type="text"/>		<input type="text"/>	
SEX	DATE OF BIRTH	CITY OF BIRTH	PROVINCE
<input type="checkbox"/> M <input type="checkbox"/> F	<input type="text"/> day <input type="text"/> month <input type="text"/> year	<input type="text"/>	<input type="text"/>
TAX CODE	<input type="text"/>	P. VAT	<input type="text"/>
N. PHONE	<input type="text"/>	MAIL	<input type="text"/>
DOMICILE OR REGISTERED OFFICE			
ADDRESS AND HOUSE NUMBER	MUNICIPALITY	PROVINCE	
<input type="text"/>	<input type="text"/>	<input type="text"/>	

COMPANY LOCATION, INSTALLATION, OPERATIONAL HEADQUARTERS (only if different from domicile or registered office)		
ADDRESS AND HOUSE NUMBER	MUNICIPALITY	PROVINCE
<input type="text"/>	<input type="text"/>	<input type="text"/>

LEGAL REPRESENTATIVE (for legal persons only)			
TAX CODE	<input type="text"/>		
SURNAME OR BUSINESS NAME		NAME	
<input type="text"/>		<input type="text"/>	
SEX	DATE OF BIRTH, day, month, year	CITY OF BIRTH	PROVINCE
<input type="checkbox"/> M <input type="checkbox"/> F	<input type="text"/> day <input type="text"/> month <input type="text"/> year	<input type="text"/>	<input type="text"/>

EDUCATIONAL QUALIFICATION OF THE OWNER OR LEGAL REPRESENTATIVE

PROFESSIONAL QUALIFICATION (agricultural and non-agricultural) OF THE OWNER OR LEGAL REPRESENTATIVE

PRODUCTION BUSINESS'S ADDRESS

TOTAL AGRICULTURAL LAND hectares _____

UTILISED AGRICULTURAL LANDS hectares _____

Where

GRAPEVIENE	ha _____	OLIVE OIL	ha _____
CITRUS FRUITS	ha _____	TABLE OLIVE	ha _____
ORCHARDS	ha _____	ARABLE	ha _____
VEGETABLES IN FULL FIELD	ha _____	VEGETABLES IN GREENHOUSES	ha _____
DRIED FRUIT	ha _____	NURSERIES	ha _____
OTHER _____ ha _____			

BREEDING

CATTLE	n. heads _____
SHEEP AND GOATS	n. heads _____
PIGS	n. heads _____
HORSES	n. heads _____
POULTRY FARMING	n. heads _____
OTHERS	n. heads _____

PROCESSED PRODUCTS _____

REUSED/SOLD BUSINESSES BY-PRODUCTS _____

TAXATION INVOICE SELF-BILLED INVOICE

TYPES OF SALE

CELLARS/COOPERATIVES CONFERMENT SALE TO PRIVATE INDUSTRIES SALE TO GRABBERS

SALE TO WHOLESALERS SALE TO GDO DIRECT SALE WITHIN BUSINESS GAS

FARMER'S MARKETS VENDING MACHINES E-COMMERCE OTHER

MEMBERSHIP FORMS SUPPLY CHAIN AGREEMENTS PRODUCERS' ORGANISATION (OP)

MEMBERSHIP FORM/OP/PARTNERS _____

DIVERSIFICATION OF AGRICULTURAL ACTIVITIES

- AGRITOURISM EDUCATIONAL FARM RENEWABLE ENERGY
 BUSINESS' TASTINGS ACTIVE CONTRACTORS OTHER

BUSINESS WEBSITE _____

INFORMATION ABOUT THE RESOURCE MANAGEMENT OF THE BUSINESSES

HUMAN RESOURCES (must be assessed taking into account the businesses goals both in numerical terms and professional qualification):

<i>Human resources</i>	<i>Number</i>	<i>M/F</i>	<i>Age</i>	<i>Identification of business problems</i>
Owner				<input type="checkbox"/> <i>inadequate resources in numerical terms</i>
Helping families				
-full time				<input type="checkbox"/> <i>inadequate resources in terms of professional qualification</i>
-part-time				<input type="checkbox"/> <i>foreign resources</i>
Employees				<input type="checkbox"/> <i>elderly resources, lack of generational change</i>
- permanent work				
- temporary work				<input type="checkbox"/> <i>other: _____</i>

b - STRUCTURAL RESOURCES: (there must evaluated all the productive structures within the company):

<i>Type of structure and responsiveness to business needs</i>	<i>Identification of business problems</i>
<p><u>Animal shelters:</u></p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> <i>lack of rooms and/or structures</i></p> <p><input type="checkbox"/> <i>rooms and/or inadequate structures</i></p> <p><input type="checkbox"/> <i>need extraordinary maintenance</i></p> <p><input type="checkbox"/> <i>non-businesses constraints (eg. building permits)</i></p> <p><input type="checkbox"/> <i>Other:</i></p> <p>_____</p> <p>_____</p>
<p><u>Rooms, machines recovery and equipment</u></p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> <i>lack of rooms and/or structures</i></p> <p><input type="checkbox"/> <i>rooms and/or inadequate structures</i></p> <p><input type="checkbox"/> <i>need special maintenance authority</i> <input type="checkbox"/> <i>extra farming constraints (eg. building permits)</i></p> <p><input type="checkbox"/> <i>other: _____</i></p> <p>_____</p>

<p><u>Rooms, technical means of production deposit</u></p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> lack of rooms and/or structures</p> <p><input type="checkbox"/> rooms and/or inadequate structures</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> extra farming constraints (eg. building permits)</p> <p><input type="checkbox"/> other:</p> <hr/> <hr/>
<p><u>Rooms for production, processing and marketing of farming products</u></p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> lack of rooms and/or structures</p> <p><input type="checkbox"/> rooms and/or inadequate structures</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> extra farming constraints (eg. building permits)</p> <p><input type="checkbox"/> other:</p> <hr/> <hr/>
<p><u>Arboreal plants</u></p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> inadequacy to mechanization</p> <p><input type="checkbox"/> age</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> obsolete varieties</p> <p><input type="checkbox"/> other:</p> <hr/> <hr/>
<p><u>Other structures (specify):</u></p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> lack of rooms and/or structures</p> <p><input type="checkbox"/> rooms and/or inadequate structures</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> extra farming constraints (eg. building permits)</p> <p><input type="checkbox"/> other:</p> <hr/> <hr/>

- Proposals for overcoming the identified problems (optional):

c-TECHNICAL RESOURCES (there must evaluated all the productive structures within the company):

<p>Type of technical resource and responsiveness to business needs</p>	<p>Identification of business problems</p>
------------------------------------------------------------------------	--------------------------------------------

<p><u>Machinery and equipment:</u></p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> insufficiency</p> <p><input type="checkbox"/> inadequacy/obsolescence</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> other: _____</p> <p>_____</p>
<p><u>Livestock equipment:</u></p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> insufficiency</p> <p><input type="checkbox"/> inadequacy/obsolescence</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> other: _____</p> <p>_____</p>
<p><u>Equipment for processing and marketing</u></p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> insufficiency</p> <p><input type="checkbox"/> inadequacy/obsolescence</p> <p><input type="checkbox"/> need extraordinary maintenance</p> <p><input type="checkbox"/> other: _____</p> <p>_____</p>
<p><u>Computer equipment:</u></p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/> insufficiency</p> <p><input type="checkbox"/> inadequacy/obsolescence</p> <p><input type="checkbox"/> failure /no internet connection</p> <p><input type="checkbox"/> other: _____</p> <p>_____</p>
<p><u>Other :</u> (specify)</p> <p>.....</p> <p><i>Do they meet business needs?</i></p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p>

- Proposals for overcoming the identified problems (optional):

d - TECHNICAL ASSISTANCE AND KNOWLEDGE TRANSFER
(it is necessary to assess the subjects with whom the business has related over the past 5 years):

<p><i>Type of technical resource and responsiveness to business needs</i></p>	<p><i>Identification of business problems</i></p>
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<p>Department of agricultural and food resources (IPA, SOAT, ESA, Observatory for plant diseases, ecc)</p> <p>Which?.....</p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/>insufficiency <input type="checkbox"/>inadequacy <input type="checkbox"/>long response times <input type="checkbox"/>bureaucracy <input type="checkbox"/>distance <input type="checkbox"/>costs</p> <p><input type="checkbox"/>other: _____</p> <p>Purpose of the service: _____ _____</p>
<p>Universities, research centres, centres of Innovation</p> <p>Which?.....</p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/>insufficiency <input type="checkbox"/>inadequacy <input type="checkbox"/>long response times <input type="checkbox"/>bureaucracy <input type="checkbox"/>distance <input type="checkbox"/>costs</p> <p><input type="checkbox"/>other: _____</p> <p>Purpose of the service: _____ _____</p>
<p>Agricultural trade associations (CIA, Confagricoltura, Coldiretti, ecc.)</p> <p>Which?.....</p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/>insufficiency <input type="checkbox"/>inadequacy <input type="checkbox"/>long response times <input type="checkbox"/>bureaucracy <input type="checkbox"/>distance <input type="checkbox"/>costs</p> <p><input type="checkbox"/>other: _____</p> <p>Purpose of the service: _____ _____</p>

<p>Freelancers (Doctors of Agronomy and forestry, Agricultural Experts, Oenologists, Enotechnician, surveyors, engineers, accountants, computer, etc.)</p> <p>Which?.....</p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/>insufficiency <input type="checkbox"/>inadequacy <input type="checkbox"/>long response times <input type="checkbox"/>bureaucracy <input type="checkbox"/>distance <input type="checkbox"/>costs</p> <p><input type="checkbox"/>other: _____</p> <p>Purpose of the service: _____ _____ _____</p>
<p>Analysis laboratories</p> <p>Which?.....</p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/>insufficiency <input type="checkbox"/>inadequacy <input type="checkbox"/>long response times <input type="checkbox"/>bureaucracy <input type="checkbox"/>distance <input type="checkbox"/>costs</p> <p><input type="checkbox"/>other: _____</p> <p>Purpose of the service: _____ _____ _____</p>
<p>Membership forms/OP/partners (Wineries, Social associations, OP, other consortia, etc.)</p> <p>Which?.....</p> <p>Do they meet business needs?</p> <p><input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY</p>	<p><input type="checkbox"/>insufficiency <input type="checkbox"/>inadequacy <input type="checkbox"/>long response times <input type="checkbox"/>bureaucracy <input type="checkbox"/>distance <input type="checkbox"/>costs</p> <p><input type="checkbox"/>other: _____</p> <p>Purpose of the service: _____ _____ _____</p>

Other: (specify) Do they meet business needs? <input type="checkbox"/> YES <input type="checkbox"/> NO <input type="checkbox"/> PARTIALLY	<input type="checkbox"/> <i>insufficiency</i> <input type="checkbox"/> <i>inadequacy</i> <input type="checkbox"/> <i>long response times</i> <input type="checkbox"/> <i>bureaucracy</i> <input type="checkbox"/> <i>distance</i> <input type="checkbox"/> <i>costs</i> <input type="checkbox"/> <i>other:</i> _____ <i>Purpose of the service:</i> _____ _____ _____
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- Proposals for overcoming the identified problems (optional):

OTHER INFORMATION ABOUT THE BUSINESS

Over the past 5 years the business has received Government grants from:

- Single business premium YES NO
- OCM Wine - vineyards grubbing up and replanting YES NO
- OCM wine - green harvest YES NO
- PSR Sicily 2007-2013
- Compensatory allowances in less-favoured areas YES NO
- Agro-environmental payments 214/1A (Sustainable Agriculture) YES NO
- Agro-environmental payments 214/1B (organic agriculture) YES NO
- Young farmers settlement YES NO
- Investment measures YES NO

Which Ones?

- Other government grants

2 - Does the business register some difficulties related to these Government grants? YES NO

If Yes, which ones?

3 - The business produces:

- conventional products YES NO
- organic products YES NO
- DOP and/or IGP products (including DOC, DOCG and IGT) YES NO
- Other quality products _____ YES NO

4 - The business registers some difficulties in obtaining these products YES NO

If Yes, which ones?

5 - The business registers some difficulties in marketing these products YES NO

If Yes, which ones?

6 - Does the business own a Business Register? YES NO

7 - The business registers some difficulties in in keeping business registry YES NO

If Yes, which ones?

8 - Does the business have HACCP plan? YES NO

9 - Does the business have difficulties in keeping the HACCP plan?? YES NO

If Yes, which ones?

10 - Is the business in compliance with the laws on safety at work?? YES NO

11 - Does the business register some difficulties in complying with these laws? YES NO

If Yes, which ones?

12 - Does the business adopt a system of voluntary certification of traceability? YES NO

13 - Does the business register some difficulties in adopting such a system? YES NO

If Yes, which ones?

Date

Signature
