



Project GROW - Development of woman self-help group in the area of multifunctional farming



The project is co-funded by the European Union

**Model for establishing
woman self-help group
in the area of
multifunctional
farming in Slovenia,
Italy and Hungary**



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I INTRODUCTION

The Project GROW – Development of woman self-help group in the area of multifunctional farming is a project co-financed by the European Union Program Erasmus+. Its overall objective is to support women from countryside for acquiring knowledge and competencies needed for their personal development, employability and inclusion to the labour market. The partnership consists of different stakeholders – NGOs, public and private institutions from Slovenia, Italy and Hungary.

Unemployment, especially long – term unemployment, is one of the main reasons for social exclusion. A lot of long-term unemployed people are formed by countryside women without proper education. There is the same problem in Slovenia, Hungary and Italy. Utilization of farming as a tool for work training and social inclusion of disadvantaged people has increased recently in many EU countries. This approach currently appears as alternative to traditional rehabilitation and work training for disadvantaged people.

The project GROW thus addresses women from countryside for smooth transition to work and/or further education with the help of work based learning in the area of horticulture, social services in the countryside and entrepreneurship. This will be reached by establishing a women self-help group, aimed to collectively overcome barriers at knowledge acquiring, at creating business networks and at mutual motivation. Moreover, the project will foresee steps for integration of prepared programs and methodology into school system and prepare measures for integration of prepared programs for multifunctional farming in actions of local and regional development.

Most important results of the project will be the following:

- Creation of the model for establishing woman self-help group in the area of multifunctional farming.
- Creation of handbook for establishing self-help group and for multifunctional farming.
- Preparation of individual training plans for the woman self–help group in the area of multifunctional farming, using methodology for identification of competences acquired in formal, informal and non-formal education.
- Evaluation of prepared programs and methodology.
- Preparation of program for integration of prepared programs and methodology into school system, taking into consideration also country differences.
- Preparation of program for integration of prepared programs for multifunctional social farming in actions of local and regional development.
- Organization of international conference for dissemination of intellectual outputs.
- Organization of short-term joint staff training events – 5 days joint staff training workshop for trainers.
- Organization of pilot training of the countryside women (and users) with prepared programs and methodology.

II AIM OF THE MODEL PREPARATION

The purpose of preparation of the model for establishing woman self-help group in the area of multifunctional farming is:

- to analyse the existing practices, trends and programs of multifunctional farming in Slovenia, Italy and Hungary,
- to identify which elements should be taken into consideration at implementing trainings of social farming and development of self – help group,
- to find out measures for promoting social farming in the school system and in region.

The aim of the analysis is to determine needs of farmers for additional knowledge and for measures for stimulation of supplementary activities on farms. The project's main functions of multifunctional farming are: social and production function, environment integration and social services in the countryside. Moreover, existing programs and regional studies for multifunctional farming in participating countries need to be analysed in order to see the possibilities of using the knowledge at establishing woman self-help group.

An important part of the document is the identification of basis for preparation of methodology for identification of motivation and competences of individual woman for participating in self-help group, basis for development of methodology for identification of potential of individual woman for multifunctional farming, the baselines for the integration of prepared programs and methodology into school system and the baselines for the integration of prepared programs and methodology into actions of local and regional development.

The model includes the following:

- analysis of existing practices of multifunctional farming and measures for promotion of these practices into actions of local and regional development;
- analysis of existing programs for training different target groups for multifunctional farming in all participating countries and integration of these programs into VET;
- assessment of appropriate methodology for identification of motivation and competences of individual woman for participating in self-help group;
- analyses of competences of trainees for multifunctional farming;
- description of baselines for implementation of training programmes for social agriculture, establishing woman self-help group in the area of multifunctional farming and for integration in the school system and actions of regional development.

III TARGET AREAS

Each of the participating countries selected a project area for the establishment of woman self-help group. Slovene partners come from western part of Slovenia – Northern Primorska /Goriška region; Italian partners come from Trieste and Pordenone – centres of two provinces in the Italian eastern land Friuli-Venezia Giulia. Hungarian partner is from the capital Budapest.

A) SLOVENIA

The Northern Primorska or Goriška region lies in the west part of the country along the Italian border. The Julian Alps, river Soča and Vipava Valley are the most recognized geographical features of the region. It covers the surface area of 2,300 km², which is 11.5 % of the area of Slovenia. The central city is Nova Gorica. The region is quite hilly and therefore less populated. The region has 119,230 inhabitants, which represents 5.8 % of the population of the entire country. The population is aging. More than two thirds of the region population have secondary or primary education. The employment rate in the region is approximately 11 %. The region consists of four sub-regions, one of them is Nova Gorica – 590 km² of surface, 59,000 inhabitants. The latter served as research target area for the analysis. The climate is Sub-Mediterranean – it creates favourable conditions for different agriculture activities.

Fields and gardens cover 11 % of all agriculture areas, fruit gardens 3 % and vineyards 3 %. 79 % of the agricultural areas are in use, 20 % of them are overgrown and 1 % is other uncultivated farmland. In some areas of the region, particularly mountain altitude and the karst, there is a trend of depopulation. Moreover, the age structure of the population in the rural areas is weakening. Thus, farmers abandon agriculture and work less on the farms. Active farmers are mostly older people with low or no education at all.

Social service is mostly carried out by public social welfare institutions. However, it is also carried out by associations and humanitarian organizations in public interest as the needs of diversified services due to the aging population and deteriorating of economic situation. (Source: RRP)

B) ITALY

The province of Trieste has about 239,972 inhabitants, 6 municipalities and a population density of 2,424.5 inhabitants per km². The Trieste province average age is 48 years, with a birth rate of 7.5 %, and a mortality of 15 %, compared to the total population. The foreign population as an important contribution to the demographic structure of the province is in the labour market, with an immigration rate of 5.8 %.

The territory is a long strip of land about 30 km long and from 5 to 10 km wide, which covers a total area of 212 km² along the sea coast and nearly 400 meters above the sea level.

The climate is relatively mild in winter and hot, but not scorching, during the summer time. There is almost no surface water, with the exception of the river Timavo and some other minor watercourses and modest ponds. The absence of water on the surface affects agricultural crops in a decisive way, which has to be solved by the irrigation regime which should benefit from the public network of wells or groundwater.

The Trieste province unemployment rate in the region is : 6.6 % compared to the regional average of 8 %.

The provincial economy is based on the service sector (insurance, trade, tourism - essentially historical and cultural), port activities and industry, which is mainly concentrated around the

capital of the province, employing about 16,000 people in the face of the 1,000 employed in agriculture.

In 1961, over 77 % of the province was handled by agricultural holdings, but later on large portions of agricultural land have been transformed because of a strong urbanization process, or have been abandoned for the disposal of agricultural activity by persons engaged in such activity.

In terms of Social Services in the province of Trieste, so as in the rest of the region and of the country, services are carried out by public social welfare institutions (municipalities and publish health departments) that cooperate in an integrated manner with private social actors (mainly social cooperatives) and associations, according to the principle of subsidiarity and specific operational protocols.

The taking over of the social services takes place for specific target groups: children, adults, the elderly, the disabled, and social workers are then distributed according to the subject area and territory, therefore, every citizen refers to a specific district according to his registered permanent address.

C) HUNGARY

The county of Tolna is one of the 19 counties of Hungary. It is situated in the south-eastern part of Transdanubia bordered by the county of Fejér in the north, the Danube river in the east, the county of Baranya in the south and the country of Somogy in the west. Its territory is 3703.31 km², which is 3.98 % of the area of Hungary, it has approximately 231.000 inhabitants, which represents 2.34 % of the entire population of the country and the density of population is 64 people/km² (the average population density in Hungary is 106 people/km²).

The county of Tolna is divided into six smaller administrative units (districts), among which **Tamási district** is the biggest one and it lies in the northern part of the county. In the project this district will be the selected target area. The territory of Tamási district is 1019.94 km², 38790 inhabitants live there and the population density is 38 people/km². It has three towns and 29 villages, among which 15 villages have less than 500 inhabitants. This is the most sparsely populated district of the country, where the population decreases even faster than the national average. The proportion of elderly people is increasing. The unemployment rate is 17.3 % in the working age population. The average education level of the population is low, the more qualified people migrate. The Government Decree No. 311/2007. (XI.17.) classified Tamási district into the most disadvantaged small regions of Hungary.

The area of the region is hilly because it is part of the Transdanubian Hills and rich in surface waters. The climate is continental, moderately warm and moderately dry. There are no mineral resources here, but the quality of fertile soil is excellent. Traditionally, it is an agricultural area where, in addition to field cultivation, horticultural production and animal husbandry were also very important. However, after the cessation of socialism the property and farm structure changed and production became more simplified, the labour intensive sectors were pushed into the background. Most of the food producing factories closed down, therefore, products with higher level of processing almost completely disappeared from the region.

Social services are very important here due to the disadvantages of the district and are carried out by public social institutions in the first place. Humanitarian and civil society organizations are also present in the region, but their representation powers are not yet remarkable. Social care, particularly in small villages, is rather problematic.

IV Analysis of the existing practices of multifunctional farming and measures for promotion of these practices into actions of local and regional development in participating countries

IV.1 Agricultural producers

IV.1.1 General information

IV.1.1.1 Size of organization

According to the results, we can see that among the 16 interviewed domestic providers - agricultural producers in Goriška region (SLO) all have status of micro organization (less than 10 employees). In the Province of Trieste (ITA) all have status of micro organization – among 35 interviewed domestic providers (agricultural producers). Among the 10 interviewed domestic agricultural producers in Tolna county (HUN) 5 have micro organization, 4 small organizations and 1 has medium size of organization.

IV.1.1.2 Type of organization

We also find that in the area of Goriška region (SLO) most of the domestic producers have a farm; one of them has a social enterprise and one the institute. In Italy most of the domestic producers have a personal company, one of them has a limited liability company, one a cooperative, 10 a public limited company and 2 other. In Hungary most of them have a limited liability company, a little less (30 %) have a personal company, 10 % have a farm, 10 % have a public limited company and 10 % other.

Country differences and similarities

We can see similarities between the Goriška region (SLO) and the province of Trieste (ITA) where all domestic agricultural producers have the status of micro organization (less than 10 employees). In Tolna county (HUN) there is a little difference: almost half of them have small organization (less than 50 employees) and 1 has medium size of organization. There is also the difference between our countries: most of the domestic producers in Goriška region (SLO) have a farm (87.5 % - see Chart 2A in Annex), in the province of Trieste (ITA) they have a personal company (21 – see chart 2B in Annex) and in Tolna county (HUN) they have a limited liability company (40 % - see Chart 2C in Annex) and a little less (30 %) have a personal company.

IV.1.2 Agricultural production

IV.1.2.1 Main types of agricultural production

We can see that in Goriška region (SLO) viticulture is the most common agricultural production (see Chart 3A in Annex), then the same number of domestic producers are engaged in gardening (7), farming (7) and stock breeding – for meat (7); 6 have fruit farming, 5 medicinal and aromatic plants, 4 olive farming, 2 stock breeding – for milk/milk products, 2 other – wild food, gathering, 1 tourism and 1 apiculture. In the province of Trieste (ITA) the gardening (see Chart 3B in Annex) is most often agricultural production, then is viticulture (23), stock breeding – for meat (21), a little less is fruit farming (16) and olive farming (15), 9 producers have tree nursery, 3 have forestry, 1 has flowers and ornamental plants and 1 stock breeding – for milk/milk products. In Tolna county (HUN) the most often agricultural production is medicinal and aromatic plants (see Chart 3C in Annex), a little less is farming (6), then gardening (4), 2 producers have fruit farming, 1 has

flowers and ornamental plants, 1 stock breeding – for milk/milk products, 1 stock breeding – for meat, 1 forestry and 1 other.

Country differences and similarities

At this point it is interesting to note that each country has a different main type of agricultural production. For example, in Goriška region (SLO) the most common agricultural production is viticulture, in the province of Trieste (ITA) it is gardening and in Tolna county (HUN) is medicinal and aromatic plants.

IV.1.3 Additional production/services

IV.1.3.1 Other production/services

The questionnaire also focused on the other products and services of domestic providers. In Goriška region (SLO) they are processing and selling plant products (10), then tourist farms (9), processing and sale of animal products (5), educational farm (4), services performed for others using the farm facilities (3), parks and garden maintenance (2), social and recreational activities (2), catering (2), wood processing (1), tastings of olive oil (1), tour of the farm and tasting (1) and the supply of agricultural products and products according to the principles of short chains and no waste (1). In the province of Trieste (ITA) other products and services are processing and sale of plant products (29), processing and sale of animal products (20), tourist farm (19), renewable energy production (13), social and recreational activities (5), parks and garden maintenance (3) and educational farm (3). Other products and services of domestic providers in Tolna county (HUN) are processing and sale of plant products (7), services performed for others, using the farm facilities (3), processing and sale of animal products (1), tourist farm (1), social farm (1), educational farm (1), social and recreational activities (1), catering (1) and other activities in order to attract potential clients and visitors (1).

Country differences and similarities:

All three regions are quite similar in additional production, services; of course, there are also some differences we can see in the text above or in charts in Annex (4A, 4B and 4C).

IV.1.4 Types of production/services

Product or service that is prevalent in Goriška region (SLO) is organic farming - biodynamic farming, permaculture - permanent culture (8), then integrated farming (6) and conventional farming (4). In the province of Trieste (ITA) is prevalent conventional farming (26), organic farming – biodynamic farming, permaculture (8) and organic animal breeding (1). Products or services that are prevalent in Tolna county (HUN) are integrated farming (3) and organic farming – biodynamic farming, permaculture (3), then a little less are conventional farming (2) and use of other quality systems for production, service (2).

In all regions there are the same types of production. The only difference is, which type of production is prevailing in each region, and that in Tolna county (HUN), in addition to other types of production, they also use the other quality system for production (see charts 5A, 5B, and 5C in Annex).

IV.1.5 Certificates for quality of production/services

Most home producers in Goriška region (SLO) have the certificate for *Quality wines produced in specified regions* (QWpsr, DOC), 3 have *Protected geographical indication* (PGI) and 3 have HACCP, 2 *Protected destination of origin* (PDO), 1 *Quality assurance of working processes* (ISO Standard ...), 1 *Certificate for integrated production*, certified for organic production – farm in redirection, 1 *Slow food*, 1 *Eco certificate*, 1 “*Dobrote slovenskih kmetij s Ptuja*” and 1 *Certificate for meat processing*.

We can see that 7 home producers in the province of Trieste (ITA) have the certificate for *Quality wines produced in specified regions* (QWpsr), 7 *Protected geographical indication* (PGI) and 6 *Protected destination of origin* (PDO).

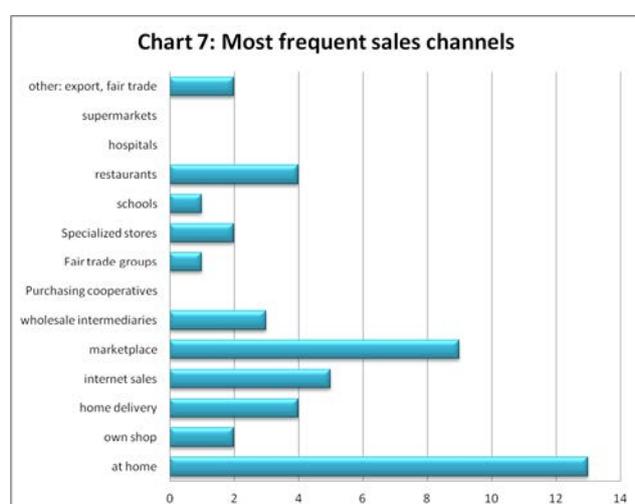
In Tolna county (HUN) most of home producers (5) have the certificate for *Quality assurance of working processes* (ISO Standard ...), 2 have *Protected geographical indication* (PGI) certificate, 2 other and 1 has certificate for *Traditional specialties guaranteed*.

Country differences and similarities

Home producers in the province of Trieste (ITA) and in Goriška region (SLO) have similar certificates quality of production / services – most domestic producers in both countries have certificates for quality wines and protected geographical indication. In Tolna county (HUN) it is a little different – most home producers have certificates for quality assurance of working processes.

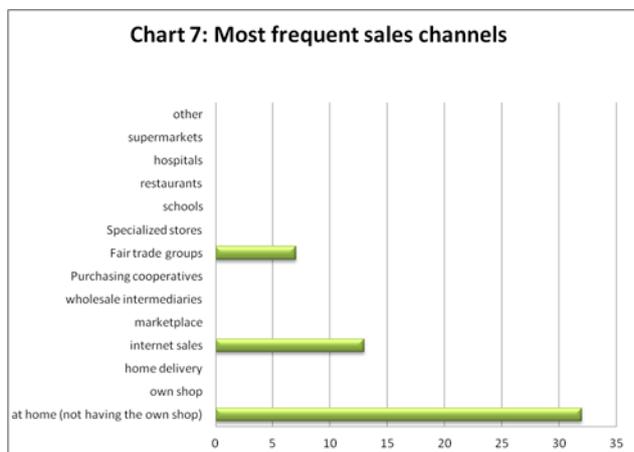
IV.1.6 Sales channels most commonly used by organization

Chart 7A (Goriška region, SLO):



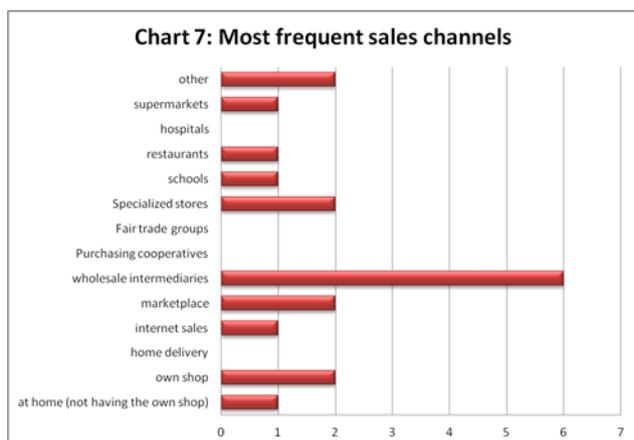
Home providers in Goriška region (SLO) most often sell their produce at home (not having their own shop) and marketplace, but very few are selling their produce via the sales channels of fair trade and the schools.

Chart 7B (The province of Trieste, ITA):



In the province of Trieste (ITA) we can see that the most frequent sales channels are at home (not having the own shop), and then are internet sales, and the least common sales channels are fair trade groups.

Chart 7C (Tolna county, HUN):



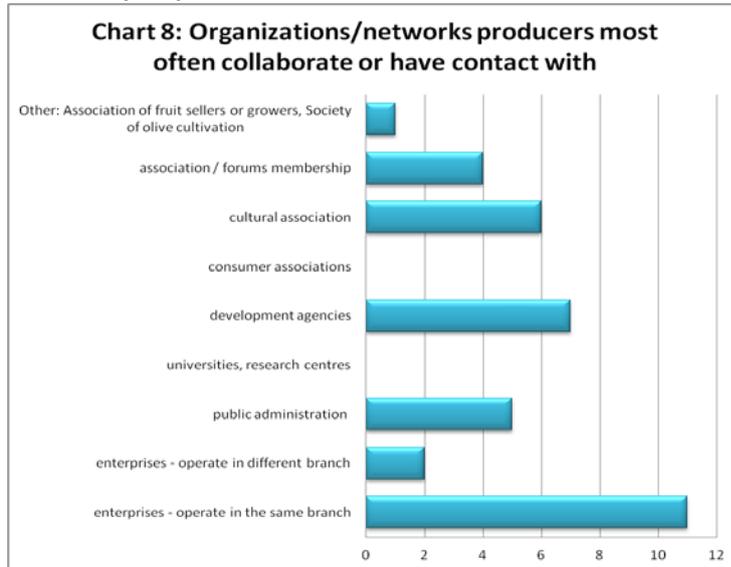
In Tolna county (HUN) is a little bit different than in Goriška region (SLO) and the province of Trieste (ITA). The most common sales channels are wholesale intermediaries, the least common sales channels are internet sales, schools ...

Country differences and similarities

We can state, that in the province of Trieste (ITA) and in Goriška region (SLO) the most frequent sales channels are at home. In Tolna county (HUN) the most common sales channels are wholesale intermediaries.

IV.1.7 Enterprise network

Chart 8A (SLO):

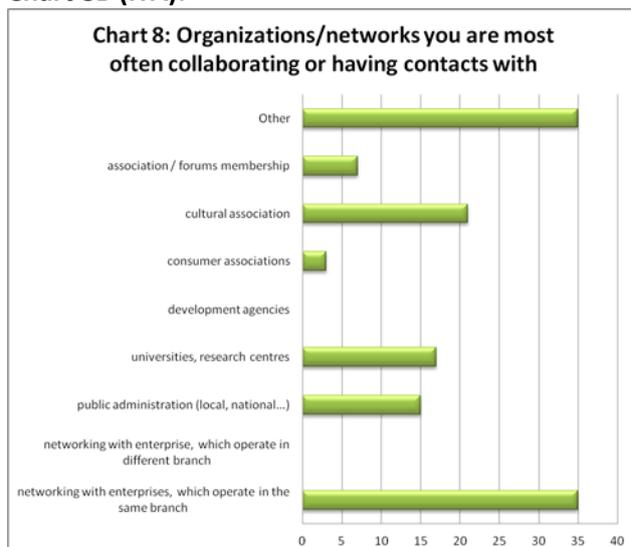


Experts believe that most home producers in Goriška region (SLO) most often collaborate with enterprises which operate in the same branch, with development agencies, cultural association, etc, but providers do not have contact very often with enterprises which act in a different branch, with association of fruit sellers or growers and with Society of olive cultivation.

Comments (reasons for collaboration, non-collaboration with others):

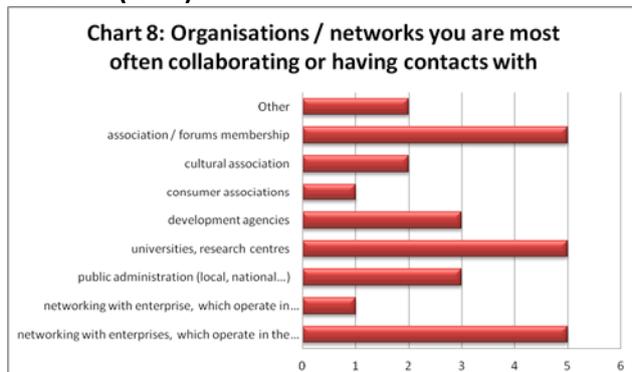
- Cooperation and integration is the only mode that leads to success.
- Cooperation in associations is positive - we can participate together on promotion and market.
- Non-cooperation with Fructal (buying fruit): unilateral conditions. Price is an important factor - was too low, they believe that quality requires a certain price.
- Synergistic effects on sales and marketing, as well as education.
- Cooperate with all, but not a lot.

Chart 8B (ITA):



Experts believe that most home producers in the province of Trieste (ITA) most often collaborate with enterprises, which operate in the same branch, with other and cultural association, universities ..., but they do not very often collaborate with consumer associations.

Chart 8C (HUN):



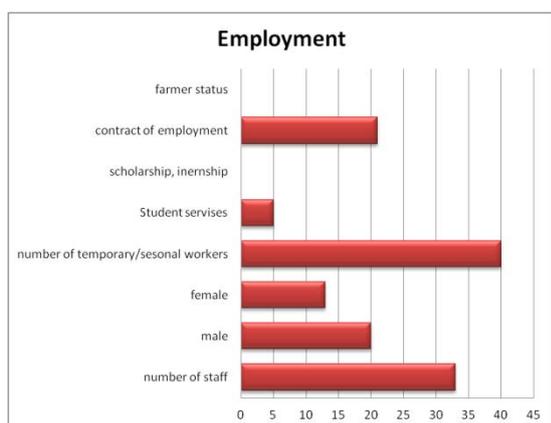
Experts believe that most home producers in Tolna county (HUN) most often collaborate with enterprises in the same branch and with universities, research centres, association/forums membership, a little less with public administration, development agencies, etc, but not very often with enterprises, which operate in different branch.

Country differences and similarities

We can see that home producers in all three regions most often collaborate with enterprises which operate in the same branch and almost do not participate with enterprises which operate in different branch.

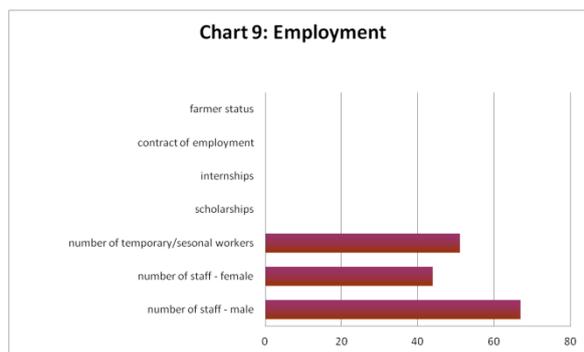
IV. 1.8 Employment

Chart 9A (SLO):



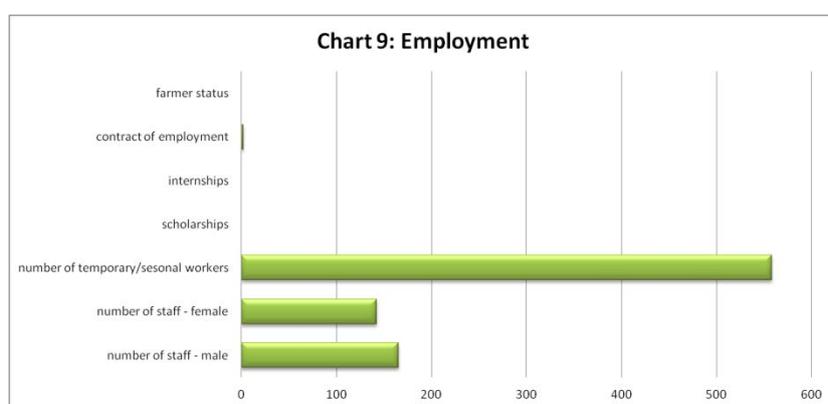
In Goriška region (SLO) all employees are 33. There are 20 men and 13 women. Number of temporary/seasonal workers is 40, employees through student employment agencies are 5, employees with contract of employment are 21.

Chart 9B (ITA):



In the province of Trieste (ITA) all employees are 111 – of these are 67 men and 44 women, number of temporary/seasonal workers are 51.

Chart 9C (HUN):



In Tolna county (HUN) all employees are 307 – of these are 165 male and 142 women, number of temporary/seasonal workers are 558, employees with contract of employment are 2.

Country differences and similarities

We can see that it is the same in Goriška region (SLO), the Province of Trieste (ITA) and in Tolna county (HUN). In domestic service providers employ a few more men than women (see Chart 10A, 10B and 10C in Annexes).

IV.1.9 ENTERPRISE SOCIAL AND CIVIL LIABILITY

Type of aid/assistance in the last five years

In Goriška region (SLO): Home producers mostly help to other organizations or individuals in the form of own work, material, equipment, then as sponsorship of any sport, cultural, social association, events or activities. They help a little less in employment of people in need or in condition of social or physical disadvantage (see Chart 11A in Annexes).

In the Province of Trieste (ITA): Home producers mostly help as sponsorship and in employment of people in need (see Chart 11B in Annexes).

In Tolna county (HUN): Home producers mostly help in employment of people in need or in condition of social or physical disadvantage. They help to other organizations or individuals in the form of own work, material, equipment and they help a little less as sponsors of any sport, cultural, social association, events or activities (see Chart 11C in Annexes).

Country differences and similarities

We can see that in all three regions (Goriška region in Slovenia, the Province of Trieste in Italy and Tolna county in Hungary) there is a similar situation in this issue.

IV. 1.10 FUTURE PLANS

IV.1.10.1 Future plans for the next 3 years

Business of company will:

In Goriška region (SLO): In the next 3 years business of the most companies will grow, with slightly fewer companies it will stay stable and no one intends to decrease (see Chart 12A in Annexes).

Comments (reasons for growth, decrease, etc):

- Expansion of vineyards, sales increase.
- The increase of the volume of work is necessary in order to achieve economics of operation (business) development activities and providing sustainable income for socially responsible jobs. We would like a good standard, a higher quality of life, not just survival.
- We have a lot of difficulties in obtaining permission to build stables. This is still in the courtyard of the house, which is aimed at the tourist farm. Unfortunately, we cannot offer accommodation at the barn! For nine years we have been waiting for a building permit!
- There are no conditions to spread (leased land).
- We intend to expand arable land - specifically for certain types of herbs and vegetable.
- We expect the increase in the volume of work mainly because we are only at the beginning and in the light of experience and knowledge we can plan growth.
- There is growing demand, but there are some defaults.

In the province of Trieste (ITA): In the next 3 years business of the most companies will grow, some of them stay at the same level as today - stable and 2 intend to decrease (see Chart 12B in Annexes).

In Tolna county (HUN): In the next 3 years business of the most companies will grow, some of them stay at the same level as today – stable and no one intends to decrease (see Chart 12C in Annexes).

Comments (reasons for growth, decrease ...):

- Continuous increase is present in the interest since 2011. Their prices are low while the level of service is high.
- Social cooperative takes part in the work of municipality. New investments (mushroom growing house, plant pickling factory) are just starting to produce.
- Their capacity must be increased because of increased demand.

- Besides traditional products, new and innovative products are sold.

Country differences and similarities

Also in this issue we can conclude that all three countries have the same plans for the future - they intend to grow.

IV.1.10.2 Would you be interested to be a supplier for public canteens (schools, retirement homes, etc)?

In Goriška region (SLO): Most of the domestic producers would be interested to be a supplier for public canteens (schools, retirement home, etc.), one third of producers said no (see Chart 13A in Annexes).

Comments:

- We do not have a suitable product for this institution.
- We are supplier for schools and kindergartens.
- Our primary business is winemaking and agro-tourism as a supplementary activity.
- It will be good to educate the young people about local quality of domestic production (only price does not matter!).
- Only in the case of long-term cooperation, as it is for a short time too much bureaucracy and compliance forms.
- We do not have such a large production. Consumption for own needs.
- We are supplier for public institutions (schools, kindergartens), satisfy the conditions for cooperation with clients from the public sector and carry out daily activities for the expansion of this network.
- Yes, but when we will have the appropriate legislation!
- Yes, but after building the barn and increasing production.
- Yes, but I have to take some time to visit them.

In the province of Trieste (ITA): Most of the domestic producers are interested to be a supplier for public canteens (schools, retirement home ...) and more than one third of producers are not interested in becoming a supplier for public canteens (see Chart 13B in Annexes).

In Tolna county (HUN): More than half of the domestic producers are not interested in becoming a supplier for public canteens, only 40 % would like to be (see Chart 13C in Annexes).

Country differences and similarities

In this case, most of the Italian (the Province of Trieste) and Slovenian (Goriška region) home producers are interested in becoming a supplier for public canteens, in Hungary (Tolna county) is the inversely – more than half of the domestic producers are not interested in becoming a supplier for public canteens.

IV.1.10.3. Would you be willing to receive the following groups?

In Goriška region (SLO): 10 domestic producers could employ disadvantaged people enrolled in specific training courses who need to undertake an internship in their enterprise, 9 could employ people with special needs and 8 could employ people in condition of disadvantage who are undertaking an apprenticeship and/or a work learning experience supported by public services (see Chart 14A in Annexes).

In the province of Trieste (ITA): 33 producers could employ disadvantaged people enrolled in specific training courses who need to undertake an internship in their enterprise, 23 could employ people with special needs and 28 domestic producers could employ people in condition of disadvantage who are undertaking an apprenticeship and/or a work learning experience supported by public services (see Chart 14B in Annexes).

In Tolna county (HUN): 5 producers could employ disadvantaged people enrolled in specific training courses who need to undertake an internship in their enterprise, 3 could employ people with special needs and 6 domestic producers could employ people in condition of disadvantage who are undertaking an apprenticeship and/or a work learning experience supported by public services (see Chart 14C in Annexes).

Country differences and similarities

We can see that home producers in all three regions would be willing to receive the following groups.

IV.1.10.4. Would you be interested to know more about the possibilities and the existing benefits for entrepreneurs who employ disadvantaged people in their business company?

Producers, interested to know more about the possibilities:

- **In Goriška region (SLO)** most home producers are interested to know more about the possibilities and the existing benefits for entrepreneurs who employ disadvantaged people in their business company, only 2 are not interested in (see Chart 15A in Annexes).
- **In the Province of Trieste (ITA)** all home producers are interested to know more about the possibilities and the existing benefits for entrepreneurs who employ disadvantaged people in their business company (see Chart 15B in Annexes).
- **In Tolna county (HUN)** all producers are interested to know more about the possibilities and the existing benefits for entrepreneurs who employ disadvantaged people in their business company (see Chart 15C in Annexes).

Country differences and similarities:

As in the province of Trieste (ITA), also in Tolna county (HUN) and in Goriška region (SLO) - only 2 are not interested most home producers are interested to know more about the possibilities and the existing benefits for entrepreneurs who employ disadvantaged people in their business company.

IV.1.10.5 Would you be interested to develop and experience ethical and alternative ways of production?

Organizations interested to develop and experience ethical and alternative ways of production:

- **In Goriška region (SLO)** most of the domestic producers are interested to develop and experience ethical and alternative ways of production, only 2 are not interested in (see Chart 16A in Annexes).
- **In the Province of Trieste (ITA)** almost all of the producers are interested to develop and experience ethical and alternative ways of production, only 1 is not interested in (see Chart 16B in Annexes).
- **In Tolna county (HUN)** almost all of the domestic producers are interested to develop and experience ethical and alternative ways of production, only 2 are not interested in (see Chart 16C in Annexes).

Country differences and similarities

As in the province of Trieste (ITA), also in Tolna county (HUN) and in Goriška region (SLO) almost all home producers are interested to develop and experience ethical and alternative ways of production.

III.1.10.6 Is the farm working with the help of state/governmental financial support?

Farms, working with help of state/governmental financial support:

- **In Goriška region (SLO)** half of the producers (8) are not working with the help of state/governmental financial support, 5 yes – but it is of lower importance and only additive aid, 2 yes – regular, in a considerable amount and 1 received financial support only for the starting period (see Chart 17A in Annexes).
- **In the Province of Trieste (ITA)** all producers (35) otherwise are working with the help of state/governmental financial support but it is of lower importance and only additive aid (see Chart 17B in Annexes).
- **In Tolna county (HUN)** most of the domestic producers (7) are not working with the help of state/governmental financial support, only 3 otherwise yes – but it is of lower importance and only additive aid (see Chart 17C in Annexes).

Country differences and similarities

Producers in all regions (more than half in Goriška region - SLO and in Tolna county - HUN) are not working with the help of state/governmental financial support. If they are working with help of state (for example in the province of Trieste – ITA) – this help is of lower importance and only additive aid.

III.1.10.7 If you use state/governmental financial support – where does it come from?

Types of state/governmental financial support:

- Most of the financial support in Goriška region (SLO) comes from EU found, then from state founds, municipality founds and private bank founds (see Chart 18A in Annexes).
- All of the financial support in the Province of Trieste (ITA) comes from regional funds (see Chart 18B in Annexes).
- In Tolna county (HUN) some home producers receive financial support from state founds, then from EU funds, from municipality founds, from private bank founds and from regional funds (see Chart 18C in Annexes).

Country differences and similarities

Financial support in Goriška region (SLO) and in Tolna county (HUN) is coming from EU found, state founds, municipality founds, private bank founds and regional funds, in the Province of Trieste (ITA) all of the financial support comes from regional funds.

IV.2 Other stakeholders

IV.2.1 GENERAL INFORMATION

IV.2.1.1 Size of the agricultural producers in the region

In Goriška region (SLO): 86.25 % most of agricultural producers have a micro organization, 10 % small, 3 % medium size organization and 0,75 % large organization (see Chart 1A in Annexes).

In the Province of Trieste (ITA): 57 % of producers have a small organization and 43 % have a micro organization, no one, however, does not have medium size organization or large organization (see Chart 1B in Annexes).

In Tolna county (HUN): 67,6 % of agricultural producers have a micro organization, 22.11 % small, 8.67 % medium size organization and 1.62 % large organization (see Chart 1C in Annexes).

Country differences and similarities

We can see the similarity between Tolna county in Hungary and Goriška region in Slovenija. In both regions most of agricultural producers have a micro organization, but in the Province of Trieste in Italy most of producers have a small organization.

IV.2.2 TYPE OF THE AGRICULTURAL ORGANIZATION, PREVAILING IN THE REGION

In Goriška region (SLO): The most prevalent agricultural organization in Goriška region is a farm, some producers have a limited liability company, a personal company, a cooperative, a social cooperative and some producers have consortium (see Chart 2A in Annexes).

In the Province of Trieste (ITA): The most prevalent agricultural organizations is a personal company, some producers have a farm, a limited liability company, a public limited company, other, a cooperative and the minimum percentage of the producers have a social cooperative (see Chart 2B in Annexes).

In Tolna county (HUN): The most prevalent agricultural organization is a personal company, some producers have a farm, a limited liability company, a public limited company, other, a cooperative and the minimum percentage of the producers has a social cooperative (see Chart 2C in Annexes).

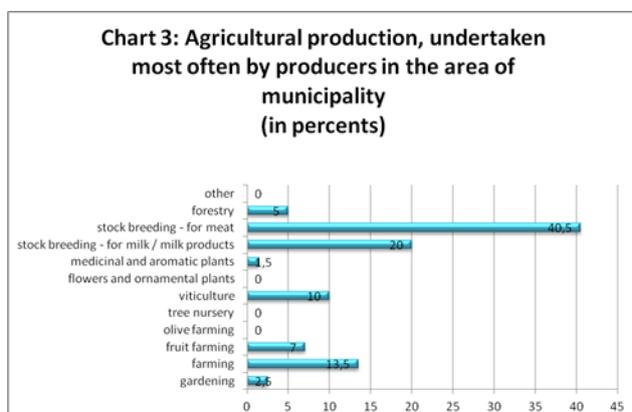
Country differences and similarities

In Hungary (Tolna county) is the same as in Italy (the Province of Trieste) – the most prevalent agricultural organization is a personal company, but in Slovenia (Goriška region) is a farm.

IV.2.3 AGRICULTURAL PRODUCTION

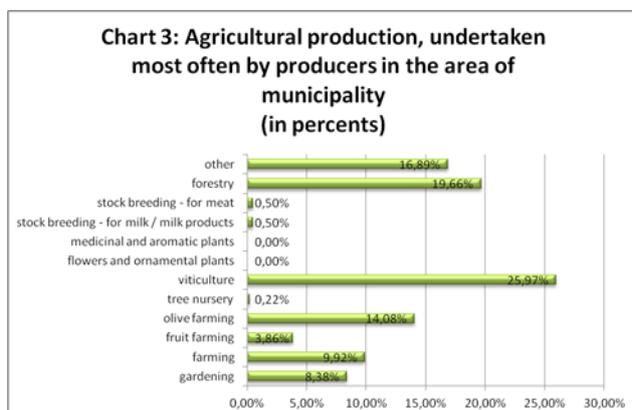
Agricultural production, undertaken most often by producers in the region:

In Goriška region (SLO):



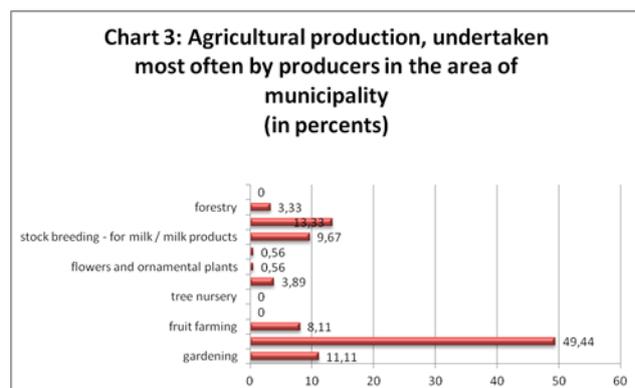
The most prevalent agricultural production in Slovenia is stock breeding – for meat, then stock breeding – for milk/milk products, farming, viticulture, fruit farming, forestry, gardening and the lowest percentage of agricultural production is the cultivation of medicinal and aromatic plants.

In the Province of Trieste (ITA):



The most prevalent agricultural production in Italy is a viticulture, then forestry, other, olive farming, fruit farming, farming, gardening, and the lowest percentage of agricultural production is tree nursery, stock breeding – for milk/milk products and stock breeding – for meat.

In Tolna county (HUN):



The most prevalent agricultural production in Hungary is a farming, then stock breeding – for meat, gardening, stock breeding – for milk/milk products, fruit farming, viticulture, forestry and the lowest percentage of agricultural production are cultivation of flowers and ornamental plants and medicinal and aromatic plants.

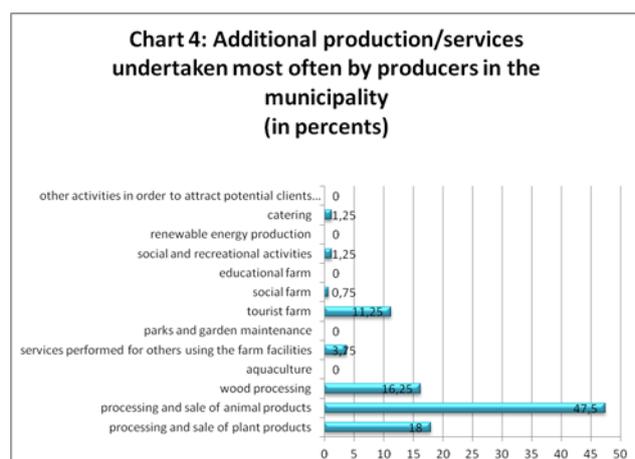
Country differences and similarities

The most prevalent agricultural production in Slovenia (Goriška region) is stock breeding – for meat, in Italy (the Province of Trieste) is viticulture, in Hungary (Tolna county) is farming.

IV.2.4 TYPES OF PRODUCTION/SERVICES

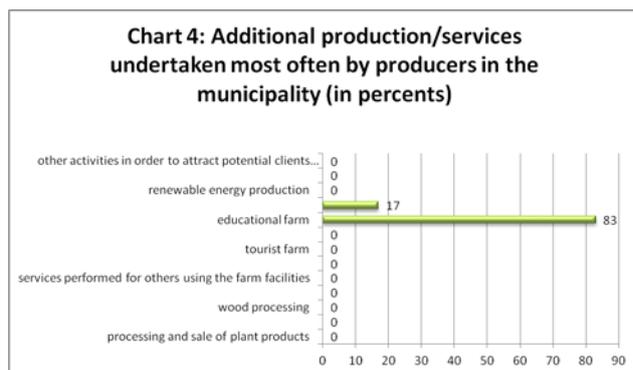
Additional production/services undertaken most often by producers in Goriška region (SLO), in the Province of Trieste (ITA) and in Tolna county (HUN).

Production/services predominating by agricultural producers in Goriška region (SLO):



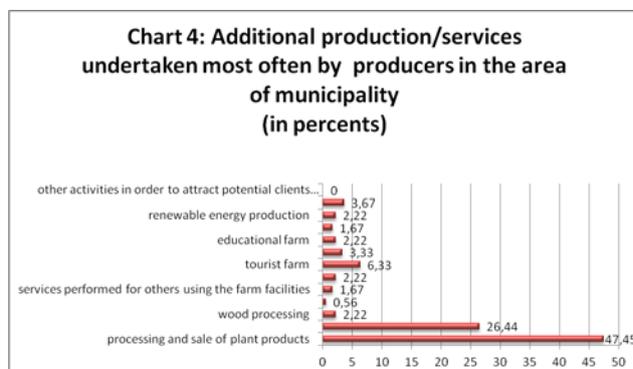
Additional production/services predominating by agricultural producers in Slovenia (Goriška region) is a processing and sale of animal products, then processing and sale of plant products, wood processing, tourist farm, services performed for other using the farm facilities, social and recreational activities, catering and the lowest percentage of additional production is a social farm.

Production/services predominating by agricultural producers in the Province of Trieste (ITA):



Additional production/services predominating by agricultural producers in Italy (the Province of Trieste) is the educational farm and social and recreational activities.

Production/services predominating by agricultural producers in Tolna county (HUN):



Additional production/services predominating by agricultural producers in Hungary (Tolna county) is a processing and sale of plant products, then processing and sale of animal products, tourist farm, catering, social farm, the same percentage of the additional production have wood processing, parks, garden maintenance and renewable energy production and educational farm, the lowest percentage are social and recreational activities, services performed for other using the farm facilities and aquaculture.

Country differences and similarities

There are quite a few differences between the countries. For example, in Slovenia (Goriška region) additional production/services predominating by agricultural producers is a processing and sale of animal products, in Italy (the Province of Trieste) is the educational farm, in Hungary (Tolna county) is a processing and sale of plant products.

IV.2.5 TYPES OF PRODUCTION/SERVICES

Production/services predominating by agricultural producers

In Goriška region (SLO): Predominated by conventional farming, then integrated farming, less percentage is organic farming – biodynamic farming, premaculture and organic animal breeding (see Chart 5A in Annexes).

In the Province of Trieste (ITA): Italian partner unfortunately was not able to get the data for the Province of Trieste.

In Tolna county (HUN): Predominated by conventional farming, then integrated farming, less percent organic animal breeding and organic farming – biodynamic farming, premaculture (see Chart 5C in Annexes).

Country differences and similarities

As in Goriška region (SLO) also in Tolna county (HUN) is predominated by conventional farming, then integrated farming, less percent is organic farming.

IV.2.6 CERTIFICATES FOR QUALITY OF PRODUCTION/SERVICES

In Goriška region (SLO): Agricultural producers have a maximum of certificates for production quality wines, produced in specified regions - QWpsr, DOC and for protected geographical indication – PGI, then for protected destination of origin – PDO (see Chart 6A in Annexes).

In the Province of Trieste (ITA): Italian partner unfortunately was not able to get the data for the Province of Trieste.

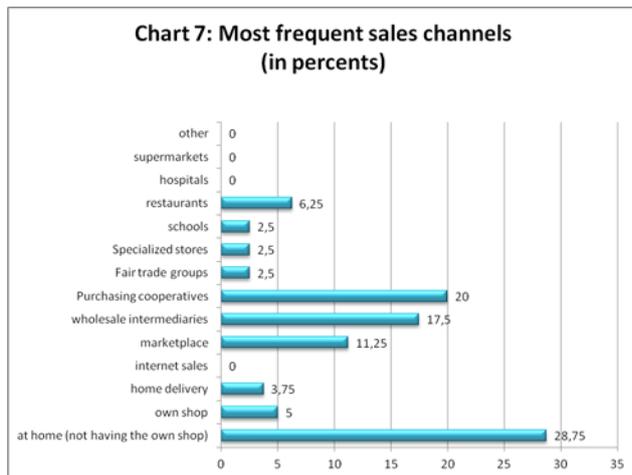
In Tolna county (HUN): Agricultural producers have a maximum of certificates for quality assurance of working processes – ISO Standard ..., then for protected geographical indication – PGI, almost the same percentage of certificates they have for traditional specialities guaranteed – TGS and for protected destination of origin – PDO, for quality wines produced in specified region – QWpsr, DOC and for aquaculture/aquafarming – AquA (see Chart 6C in Annexes).

Country differences and similarities

Certificates of production quality and services are different because in countries (SLO – Goriška region and HUN – Tolna county) dominated by different types and kinds of agricultural production.

IV.2.7 SALES CHANNELS

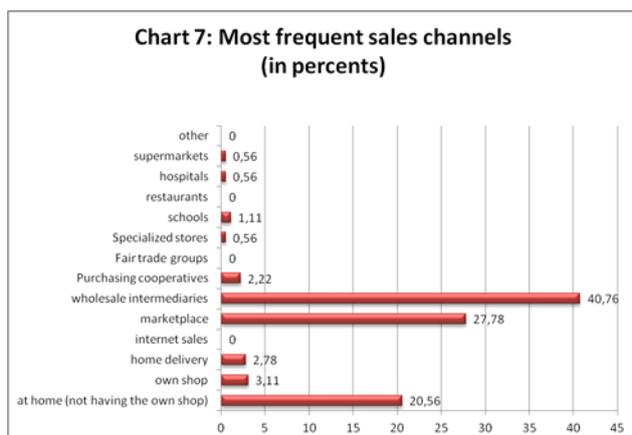
Most frequent sales channels in Goriška region (SLO):



Most often sales channels by producers in Goriška region used as home - producers are without their own trade, then purchasing cooperatives, wholesale intermediaries, marketplace, restaurants, own shop, home delivery, fair trade groups, specialized stores and schools (see Chart 7A in Annexes).

In the Province of Trieste (ITA): Italian partner unfortunately was not able to get the data for the Province of Trieste.

Most frequent sales channels in Tolna county (HUN):



Most often sales channels by producers in Tolna county used as wholesale intermediaries, then marketplace, home – producers are not having the own shop, own shop, home delivery, purchasing cooperatives, schools, specialized stores, hospitals and supermarkets (see Chart 7C in Annexes).

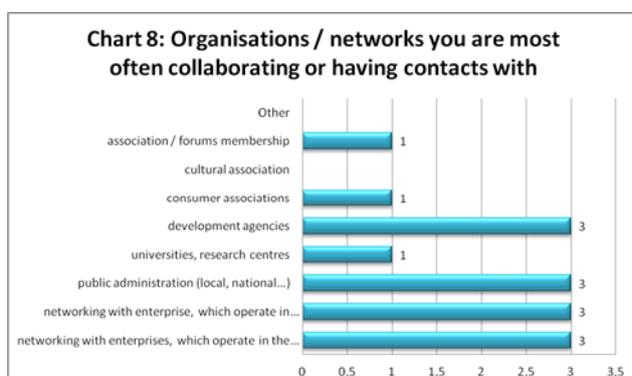
Country differences and similarities

Most often sales channels by producers in Goriška region (SLO) used as home – producers are without their own trade and purchasing cooperatives, in Tolna county (HUN) used as wholesale intermediaries and marketplace.

IV.2.8 ENTERPRISE NETWORK

Organizations/networks - most often collaborating or having contacts with

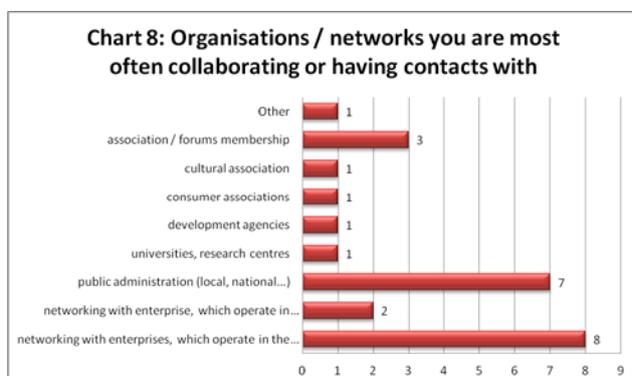
In Goriška region (SLO):



Producers in Goriška region (SLO) are most often collaborating or having contacts with enterprises, which operate in the same branch, with enterprises, which operate in different branch, with public administration – local, national and development agencies, but they are collaborating less with universities, research centres, consumer associations and association/forums memberships.

In the Province of Trieste (ITA): Italian partner unfortunately was not able to get the data for the Province of Trieste.

In Tolna county (HUN):



In Tolna county (HUN), producers are most often collaborating or having contacts with enterprises, which operate in the same branch and public administration – local, national, they are having less contacts with association/forums membership, with enterprise, which operate in different branch, universities, research centres, development agencies, consumer associations, cultural associations and other.

Country differences and similarities

Similarity between Goriška region (SLO) and Tolna county (HUN): producers in both countries are most often collaborating with enterprises, which operate in the same branch, but, as can be seen from the graphs, there are also differences in terms of cooperation.

IV.2.9 FUTURE PLANS

According to the data in the next 3 years the agricultural production of home producers:

- in Goriška region (SLO) will be probably increased (2), stay at the same level as today (1) and decrease (1) (see Chart 9A in Annexes),
- in the Province of Trieste (ITA) will be probably increased (4), stay at the same level as today (1) (see Chart 9B in Annexes) and
- in Tolna county (HUN) will be probably increased (6), 4 producers will stay at the same level as today and no one will be decreased (see Chart 9C in Annexes).

Other stakeholders have provided the following answers:

(Comments - reasons for growth and decrease)

Goriška region (SLO)

- Cultivated areas in Goriška region have not yet been exploited, although the number is small. Therefore, it is necessary to increase the level of processing.
- It is very difficult to find a job. We need to find solution in production, in sale of agricultural product as a sole or supplementary income.
- Unfortunately, the farmers do not see perspectives in agriculture. Young do not opt for this profession (only rare bright exceptions).
- In Goriška region less and less workers are remaining in certain industries. More and more young people are migrating from the countryside to the city - there are more employment opportunities. The buy-back is not organised. Therefore, people disperse fruit and wine growing and other activities in agriculture. On the other hand, people who have lost their jobs are already returning to abandoned farms of their ancestors. In some cases they even buy an abandoned farm to receive at least some funding to survive.

The Province of Trieste (ITA)

- Some innovative trends of consumers and producers are emerging. More sustainable and ethical styles and food consumption practices are spreading in Trieste rural surroundings.
- A large part of the market that could absorb products grown or processed through social farming, could unfold contracting the service for the supply of public canteens. The government is ready to introduce in the contract tendering specific social clauses aimed at recognizing and evaluating local farms businesses that employ disadvantaged people.
- Also those, who consider that agricultural production will remain stable, highlight that the interest towards both, agriculture and the social agriculture, is expected to grow from the point of view of the community and from the point of view of the individual: this is also seen from numerous requests to participate to community initiatives related to agriculture.
- Main considerations: 1) There are more and more people interested in contact with agricultural activities and general awareness towards more sustainable systems of production and consumption. 2) The new generations are getting closer to the agricultural world and they do it in a more professional way than ever before, with more tools and skills available.
- Short chain production is considered by some of the stakeholders the key to development of social farming.
- Agricultural production is an opportunity because it can be an alternative employment solution, considering factories that are closing.
- Thanks to new types of collaboration, young people's interest in social farming is growing.

Tolna county (HUN)

- We notice an increased demand on world market – most other stakeholders intend to increase their production.
- In the light of the plans in the future, we anticipate that the size of agricultural fields is limited.
- There is a big potential, municipalities are establishing their own "gardens".
- Increasing interest of local municipalities.

IV.2.10 MEASURES (LOCAL, REGIONAL, NATIONAL) THAT ARE CARRIED OUT TO FOSTER SOCIAL FARMING DEVELOPMENT

Goriška region (SLO)

For **financial incentives for social farming start-up activities** we have received a few answers. From them it is clear:

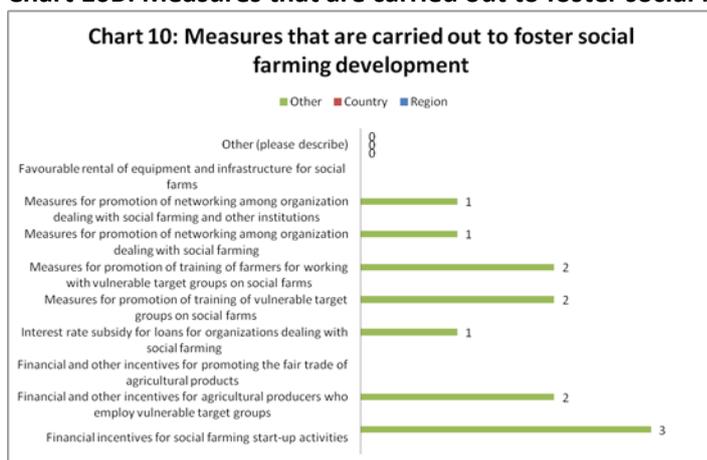
- Actually, there are only general financial incentives for entrepreneurship. Occasionally, there are contests for social entrepreneurship; The Fund 05 for social investment organization.

For **financial and other incentives for agricultural producers who employ vulnerable target groups** they suggest:

- Preparing higher share of co-financing through Regional development program 2014 - 2020 or higher score and thus a greater chance of obtaining funding, but on the whole social entrepreneurship, not exclusively for employment of vulnerable groups.
- The same goes for the other measures.

The Province of Trieste (ITA)

Chart 10B: Measures that are carried out to foster social farming development (ITA)



Financial incentives for social farming start-up activities in the Province of Trieste (ITA) taken at other levels and not on a regional or national level.

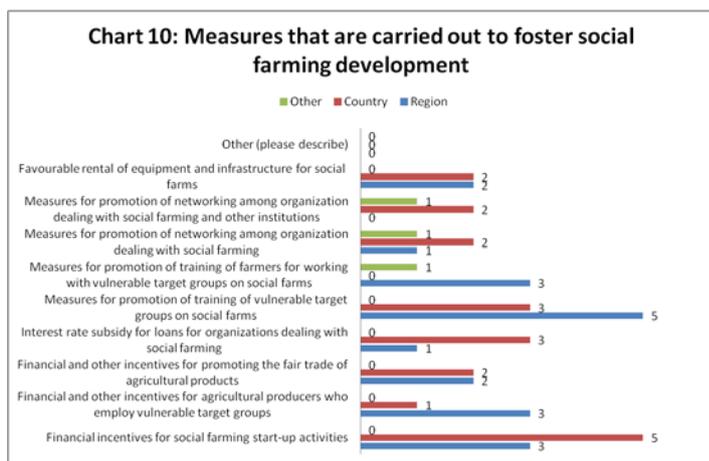
The same thing is going on for:

- a) financial and other incentives for agricultural producers who employ vulnerable target groups,
- b) with interest rate subsidy for loans for organizations dealing with social farming,

- c) with measures for promotion of training of vulnerable target groups on social farms,
- d) with measures for promotion of training of farmers for working with vulnerable target groups on social farms,
- e) with measures for promotion of networking among organization dealing with social farming and
- f) with measures for promotion of networking among organization dealing with social farming and other institutions.

Tolna county (HUN)

Chart 10C: Measures that are carried out to foster social farming development (HUN)



Financial incentives for social farming start-up activities in Tolna county (HUN) taken at regional and national level.

The same thing is going on for:

- a) financial and other incentives for agricultural producers who employ vulnerable target groups,
- b) financial and other incentives for promoting the fair trade of agricultural products,
- c) interest trade subsidy for loans for organizations dealing with social farming,
- d) measures for promotion of training of vulnerable target groups on social farms and
- e) favourable rental of equipment and infrastructure for social farms.

Some measures taken at regional, national and other (development agencies, chambers for agriculture and forestry, institutions operating in the public interest ...) level, for example:

- a) measures for promotion of training of farmers for working with vulnerable target groups on social farms,
- b) measures for promotion of networking among organization dealing with social farming and
- c) measures for promotion of networking among organization dealing with social farming and other institutions.

IV.2.11 MAIN STRENGTHS AND WEAKNESSES OF SOCIAL FARMING DEVELOPMENT IN THE AREA OF YOUR MUNICIPALITY

a) LEGAL REGULATIONS - Respondents provided the following answers:

Goriška region (SLO)

Strengths:

- I only know the Law about social enterprise at the state level.

- There are national rules on social entrepreneurship, which, however, have more restrictions as opportunities.

Weaknesses:

- The existing regulations do not have the support of some major measures for the stimulation of social entrepreneurship.

The Province of Trieste (ITA)

Strengths:

- Institutions and public administration are sensitized on the subject and are starting to reflect the new national and European guidelines about social farming. They are also re-evaluating the resources of the Trieste province from an agricultural point of view.
- Through regional and area policies and plans, institutions are promoting few projects specifically dedicated to social agriculture, devoting some resources (working experiences) in the field of social farming.
- There is a consolidated and dedicated institutional working group, who is working upon the draft of a regional law on social farming: this group actually is involving a research institute and this is the main institutionally strong and well consolidated action.

Weaknesses:

- Slow and cumbersome bureaucracy (in general for agriculture, not only related to social farming).
- Lack of specific projects at the institutional level.
- Distance between project ideas and concrete actions.
- Inconsistent and poor communication between the different levels and sectors of institutions: often within its competence a sector can create serious obstacles for the overall project implementation.
- At the moment local institutions are facing a transition phase from a provincial dimension to a regional dimension: this will imply several changes in the coming months in terms of operating procedures and internal organizational and that will temporarily slow down this overall activity.

Tolna county (HUN)

Strengths:

- Optimal legal environment.
- High level of acceptance of society.

Weaknesses:

- Too high bureaucracy.
- Lack of knowledge about the social farming.
- Frequently changing legalization.

b) FINANCIAL INCENTIVES

Goriška region (SLO)

Strengths:

- Currently there are only job opportunities of persons with disabilities in social enterprises, and only for a limited time. There are not envisaged measures for further recruitment.

Respondents did not expose weaknesses.

The Province of Trieste (ITA)

Strengths:

- There are some incentives that farms can benefit (in terms of agriculture generally, not specifically on social farming).
- There are funds at provincial level (Law 68/1999 on disability) that could be used to cover the cost of a specific consultancy aimed at promoting actions of marketing and communications, in order to promote social farming and small retail chains as employment opportunities for people with disabilities.

Weaknesses:

- Lack of circulation and sharing (especially from the trade associations) of the necessary information needed to facilitate access to available financial incentives.
- Cumbersome procedures at all levels for reporting received incentives.
- The financial resources provincial (Law 68/1999 on disability) are bound state aid parameters that are low for the agricultural sector, as this sector has other types of relief.

Tolna county (HUN)

Strengths:

- Local supporting forms are existing.
- Financial support for equipment.

Weaknesses:

- Difficulties in reaching the local supports.
- Difficulties in the maintenance of project results.

c) NETWORKING

Goriška region (SLO)

Strengths:

- There are no specific networks. They appear as an attempt of informal alliances and mergers, but in this area we are absolute beginners.

Respondents did not expose weaknesses.

The Province of Trieste (ITA)

Strengths:

- Active networking of the farms with cultural and sport associations.
- Active networking of the farms with universities and research centres.
- Deep local roots of the farms in the local community, although it has certainly a clear marketing function.
- Stakeholders' networks existing at different levels generally created with the aim of intercepting available resources.
- Clear and explicit will and motivation from the stakeholders to discuss and get involved in order to achieve common goals.
- Awareness of the need to project design and create changes in production and in food consumption at community level.

Weaknesses:

- Limited networking activity of the farms with the consumer associations.
- The resources intercepted by the networks at the end do not fall in a direct and fruitful way on the final beneficiaries.
- Individualism and self-reference of the various actors in the network: still little ability to bring together different intelligences and skills.
- Networks focus their work on theoretical aspects but very little practical operation of the network is still insufficient.

- Various procedures and timing of response of the various partners to be agreed in respect to network.
- Weak associations and consequently the networks of agricultural producers.
- Lack of knowledge on the part of the institutions of the territory and its resources.

Tolna county (HUN)

Strengths:

- Available networks.
- Connection and contribution between small villages.
- "Foglalkoztási Paktum". 31.05.2007. Local and regional level, 31 members (municipalities, entrepreneurs, private sector).

Weaknesses:

- These connections are rare and local.
- Activities of "Paktum" a stopped because of financial problems.

d) SALES CHANNELS

Goriška region (SLO)

Strengths:

- There are no major sales channels. Because there is such a small quantity of the products and they are able to sell the produce themselves.
- Projects: "Pravična trgovina", "Moja štacuna" (Fair Trade, My Shop).

No weaknesses.

The Province of Trieste (ITA)

Strengths:

- They have created the beginnings and the conditions in the area to begin to diversify sales channels (e.g. via the web marketing of local agricultural products) to promote small scale distribution.

Weaknesses:

- The link between producers and consumers, who need to be stimulated to buy and consume in a more critical way, is still weak; the active involvement of the community of potential consumers in the development of social farming it is still not widespread.
- Local products are still very expensive compared to those sold on general market and this limits the access for a larger number of customers, despite a more widespread awareness of ethical and sustainable food production/ consumption.

Tolna county (HUN)

Strengths:

- Local consumption of goods.
- Local products, local trademark.

Weaknesses:

- Small volume of production.
- Unpredictable market.

e) INFRASTRUCTURE AND EQUIPMENT

Goriška region (SLO)

Strengths:

- Herbal center Grgarske Ravne - used by the general public.
- Private dairy farm - for their use.
- This area used to be more developed.

No weaknesses.

The Province of Trieste (ITA)

Strengths:

- There are several incentives available for the purchase of equipment and agricultural machinery.

Weaknesses:

- There are not enough equipment, machinery and infrastructure suitable for the employment of disadvantaged people in the territory: there are few resources from the public social service also to be able to provide the necessary minimum safety devices.

Tolna county (HUN)

Strengths:

- Equipment is mainly available for cereal production.

No weaknesses.

f) SOCIAL INCLUSION

Goriška region (SLO)

Respondents did not mention any weaknesses and strengths.

The Province of Trieste (ITA)

Strengths:

- There is a high level of interest from the farmers' side to employ, train or involve socially disadvantaged people.
- In recent years (compared to the past), there are a large number of professional courses aimed at employment for disadvantaged people: the annual average is about 20 workshops organized by the Job Placement Service in Trieste Municipality.
- Once considered traditionally difficult to find the job in the agricultural context, now it has become always possible to find an activity for everyone.
- There is general consensus about the idea that farming can represent a real opportunity for employment for disadvantaged people.

Weaknesses:

- Weak support so far from institutions, especially in terms of tutoring and follow up.
- New types of training for disadvantage people are very difficult to activate, because funds are often not enough.
- Staff of the public social service (in charge of social inclusion procedures) does not have specific training competences to work with disadvantaged people in agriculture..
- There are not enough active institutional policy instruments in the field of social inclusion that allow devoting sufficient resources to the activities of empowerment of disadvantaged people, promoting their active involvement in agricultural production.
- Actors involved at various levels in the field of social inclusion have different approaches and timings and this sometimes hinders the network's efficacy: public authorities in particular take long time to be able to practically provide incentives and activate insurance coverage, for example.

- There are very few beneficiaries at provincial level (Employment Centre) actively included in farm activities: people who suffer from disabilities and are not suitable for farming activities.

Tolna county (HUN)

Strengths:

- Available training programs exist.
- The unemployed may attend training - agricultural education is supported for the unemployed.
- TÁMOP programme is aimed for low educated people or 50+ unemployed people.
- There are programs of public works (social "public work" activities).

Weaknesses:

- Trainings are not enough because they give only the certificate.
- Lack of working "culture" and morals.
- Education is not differentiated.

IV.2.12 WHAT CAN BE DONE TO IMPROVE THE IMPLEMENTATION OF MEASURES FOR SOCIAL FARMING DEVELOPMENT IN THE AREA OF MUNICIPALITY?

Goriška region (SLO)

Measure (and description):

- Change the mentality of the people to the different (Awareness).
- Change the mentality of the people to the principles of social entrepreneurship, reducing greed and profit (examples of good practices).
- Educate young people according to the principles of social entrepreneurship (The inclusion of social entrepreneurship in the school curriculum).
- Financial incentives, and certainly not in the first place. In the first place there must be an understanding of the philosophy of social entrepreneurship.
- Supporting environment – incubator (A team of qualified professionals who would like to help in the search for free financial resources and help in the development of entrepreneurial ideas to successful businesses).
- Financial incentives/commune (The municipality should co-finance the development of social undertakings in rural agricultural areas and help them with lending activities).
- Promotional activities (The municipality to carry out promotional activities aimed at informing consumers, from whom and where the crops and products of the social enterprises come). This would encourage the social sense of consumers, who would prefer to interfere with these items.
- Helping small producers with a high degree of processing.
- Integration of producers in a tourist destination, which would provide a better marketing.
- Educating about the possibilities of processing of individual products into products with a high degree of processing.

The Province of Trieste (ITA)

Measure (and description): Respondents did not give answers.

Tolna county (HUN)

Measure (and description):

- Training programs (education tools/programs for the local needs and specialities).
- Advertisement (image and opinion about the agriculture should be increased).
- Trainings (network building and improvement).

- New sales channels (Low purchase prices. The production is not sustainable with the present prices. Distributors earn much more than the producer.).
- Maintenance of local traditions.
- The administration should be simplified.

IV.2.13 WHAT WOULD YOU ADD? MAYBE WE HAVE NOT ASKED SOMETHING THAT MIGHT BE IMPORTANT FOR SOCIAL FARMING DEVELOPMENT?

Goriška region (SLO)

Some other stakeholders have said: “We can do a lot together for social farming (social entrepreneurship). Agricultural advisory service is a supportive environment for the development of social entrepreneurship in rural areas, on farms. Together with other institutions we would be able to make a move. But it is necessary to connect to do this. A change in the mind and changes on the ground, on the topic of the social entrepreneurship, is taking place very very slowly.”

The Province of Trieste (ITA)

Important steps to take:

- Strengthen the network of agricultural producers and strengthen the action of producers associations in order to circulate information more easily (including technical ones –e.g. estimates for the purchase of machinery or buying machinery in common) and facilitate the access to the opportunity offered by the short supply chain that could expand the agricultural producers market consequently promoting the employment of persons in a state of disadvantage, also involving the third sector.
- In order to boost their market, farmers could involve more the community of potential consumers, for example, by providing some areas in their farms where people could consume the products purchased.
- It would be important that the funds currently dedicated for assistance financing, for example, day-care centres for the disabled, were converted into incentives that specifically promote small scale distribution of local agricultural goods.
- The network that works in Trieste Province for the development of social farming, should work on projects and economic plans aimed at mobilizing incentives capable to cover a project for all its lifetime (and not only in the start-up phase), according to the times needed by the agricultural activities to allow farms to produce enough to be autonomous.
- It is necessary to work, in order to involve the community, and raise awareness on the topic of social farming, in particular by involving schools (as this is already taking place with the activity of educational farms) through the creation of cultural experiences such related to traditions and resources of local agriculture.
- To have social impact and create a real sustainable change, the network, which is currently active in the development of agriculture in the Province of Trieste, needs to equip itself with more flexibility and openness to work on new projects.
- As envisaged by the Memorandum of Understanding between the public administration and social co-operation, the institutions should make available not only economic and financial incentives, but also public spaces and facilities that are not used for other purposes.
- In order to raise awareness among citizens and consumers on the issues of short chain supply and social farming, it would be desirable to have a closer cooperation between social sector and agricultural sector, particularly for the promotion of events open to the community.

Tolna county (HUN)

Respondents did not comment on this issue.

IV.3 Regional studies

The aim of regional studies is to check-up results of already prepared regional studies for locally produced food on farms and social services in the countryside and to build on results of other projects at reviewing measures, opportunities and "critical" issues for stimulation of supplementary activities on farms.

IV.3.1 Slovenia

1. Basic information: for each study copy the points from 1. to 3.

a) Name of the study	Marketing strategy and analysis
b) Performer/contractor of the study	Institution Fundation BiT Planota (in the name of partnership of Traditional & Wild project)
c) Year of the study	2014

2. Starting points / aims of the study

Aim of the preparation of the "Marketing strategy and analysis":

- to evaluate demand, quality, quantity and special requirements for products from wild plants,
- to identify the possibilities to market the products at a local and regional level and
- to analyse processing methods, packaging, prices and time-related fluctuations in demand connected to natural and human factors in all participating regions for products from wild plants.

The findings are based on research of attitudes of individual persons, producers of raw materials and products from wild plants, purchase organizations and experts. To this scope special questionnaire for each target group was prepared.

Analysis was prepared on international level. Results were acquired in the following regions: Bacs-Kiskun and Baranya (Hungary), Rzeszowski (Poland), Savinjska and Goriška (Slovenia) and Jihomoravsky kraj (Czech Republic).

3. Main findings

In accordance with our expectations, a big majority of the population are buying wild plant products. The most frequent places are: small specialized shops, farmer's market place and hypermarkets. Most of the interviewed people spend less than 5% of family budget on products from wild plants. The big majority are planning to spend the same or even bigger amount of their money in the future. Among the most important obstacles to buy these products are high prices, lack of advertising and limited offer and accessibility. We found out that different sources of information are important at spreading the knowledge and publicity about wild plants products. Among the most reliable persons, when receiving information about wild plants, are acquaintances and friends but also practitioners (doctors).

Among producers dominated micro and small organizations. For packaging of wild plants products, glass is most often used while plastic foil is used less frequently. Almost each producer has special or firm related packing for their own products. Sales channels, which are most often used by producers, are local marketplace, home delivery and internet sales. Less frequently used are the following sales channels: restaurants, supermarkets, wholesale intermediaries and purchasing agents. Majority of producers think that certification promotes confidence in the product and based on this, it may promote also the sale.

Majority of the producers are optimistic about future trends. They consider that interest for organic products will increase, sale of wild plants and products from wild plants will increase, there will be more producers on the market.

4. Recommendations – if any

Purchase of local alimentary products from plants, which are growing in their “natural” environment, is becoming more and more frequent and popular. This branch is now on expansion and when the production will exceed the critical point the price will probably fall.

Online shops and home deliveries are becoming more and more popular. In this way they are becoming sales channels with big potential. We found out that different sources of information are important at spreading the knowledge and publicity about wild plants products. The advertising should take into consideration the most reliable sources, such as experts, friends and acquaintances, people from associations of local producers...

Special attention should be given to women population, because they represent the big majority among the buyers of the wild plants products. Therefore advertising should be focused on female population, but also on highly educated people and people with higher income (who often buy these products).

Producers indicated that sales channels differ among bestselling products. “Most popular” products are most often sold in own shop or at home; other products are most often sold in local marketplace or with home delivery. The more popular the product is, the easier it is to sell.

Producers identified the following measures for promoting local production and sale of wild plants’ products:

- Development of better sales channels, assistance of experts in creating sales channels,
- Financial subsidies for producers,
- Education and training of producers,
- Raising awareness and education of people on these type of products,
- Simplification of regulations / legislation (HACCP...).

Better cooperation among producers is needed in the area of:

- Sale,
- Promotion,
- Training and
- Equipment providing.

1. Basic information: for each study copy the points from 1. to 3.

a) Name of the study	KUPUJMO GORIŠKO (Let's buy from Goriška region)
b) Performer/contractor of the study	Regional Development Agency of Northern Primorska
c) Year of the study	2013

2. Starting points / aims of the study¹

In the past, agriculture was one of the most important economic sectors. In the area of LAS southwest part of North Primorska (hereinafter LAS), which comprises the municipalities of Brda, Miren-Kostanjevica, lowland part of Nova Gorica, Renče-Vogrsko and Šempeter-Vrtojba, today a market-oriented agriculture enforces in small areas.

In relation to agriculture, the importance of environmental protection is increasingly pointing out. Modern agriculture is extensive agricultural intervention and the intensification of food production led to major changes in traditional agricultural landscapes and caused environmental pollution. The revised system of values that places the emphasis on healthy and pleasant living environment, nature protection and conservation of natural resources, today dictate a prudent use of new technological developments and the limited deployment of more productive cultivation techniques.

Environmental aspect is reflected in the various efforts for sustainable development and the different methods of cultivation which at higher production costs ensure high quality of the food.

3. Main findings

In the framework of the project ², approximately 700 farms have been invited to participate, in the municipalities of Miren-Kostanjevica, Brda, Šempeter-Vrtojba, Renče-Vogrsko, and lowland floodplain forests part of the municipality of Nova Gorica. The guide book "Vodnik po ponudbi" (Guide to the offer)," which covers 154 providers of local crops, products and services was published.

Among the providers of crops and herbal products - most of them offer cherries, then peaches,

² Right there, p. 20-24

persimmons, apricots and seasonal vegetables. Among the providers of crops and products of animal origin – most of them offer honey, then the providers of bee products and crops and breeders of animals for slaughter and breeding animals. There are also providers, who offer essential oils, soaps, ointments and pastries.

Suppliers sell most of their crops and products directly at home, followed by sales at farmers' markets and home delivery on request. They decide less for other methods of selling.

4. Recommendations – if any

Some guidelines have been given to growers of the area. These are³:

1. Stimulation of market thinking

The amount of the sale is dependent on the agricultural policy and its measures. It is necessary to encourage producers to a market thinking that will achieve a higher return on sales of agricultural products and crops. Institutions of support background would have to commit to activities in the field of consulting and market-oriented activities and web marketing.

2. Support at search of market opportunities

The connecting of producers and a common appearance on the market certainly represents one of the business opportunities. Producers would achieve more strength with connecting and would manage to get also in larger trade chains.

3. Quickening the processing of agricultural products

More producers would have to engage in processing of agricultural products. Possibilities are in processing of fruit, herbs ... Processed agricultural products may also be used in pharmacy and cosmetics.

4. Stimulation of the common appearance at a market

In the frame of the project "Kupujmo goriško" (Let's buy from Goriška region) the holder of the project was enabled to appear at three fairs. There was quite a lot of interest, producers are interested in such activities also for the future.

5. Support in finding a complementary marketing channels

Most growers are using direct marketing channels. Quickening of introduction of indirect distribution marketing channels would be necessary, because it brings numerous advantages and benefits.

6. Quickening of indigenous varieties and increasing the possibility of introduction of trademarks

Trademarks are bringing to producers more advantages, for example legal protection and construction of positive image. At the same time they increase customer's loyalty.

³ study »Trend razvoja tržnih poti (The trend of development of marketing channels)«, which was carried out in the project »Kupujmo goriško« (Let's buy from Goriška region), p. 30-31.

1. **Basic information:** for each study copy the points from 1. to 3.

a) Name of the study	»Socio-ekonomske danosti in drugi pogoji na upravičenem območju projekta »SEA« (Socio-economic circumstances and other conditions on the entitled area of project SEA). The study was made in the context of the project Social Economy Agency (SEA)
b) Performer/contractor of the study	Regional Development agency of Northern Primorska
c) Year of the study	2012

2. Starting points / aims of the study

Aims of the analysis:

- 1) To create socio-economic analysis of the area of project with emphasis on circumstances, that influence possibilities of development of social entrepreneurship;
- 2) To create a comparison of the regulatory framework for the functioning of social entrepreneurship in Slovenia and in some regions in Italy, which were involved in the project ;
- 3) Give proposals for the development of social enterprises and thus new employment opportunities in activities of:
 - Environment within the narrowest meaning (nature protection and energetics)
 - Agriculture (agriculture and services on the countryside)
 - Culture (protection of natural and cultural heritage)

3. Main findings

In the frame of the project of Social Economy Agency (SEA), by the end of 2012, has been prepared the social economic analysis »Socio-economic conditions and other conditions in the eligible area of the SEA« for the development of social entrepreneurship.

Some potentially good starting points for the development of social entrepreneurship in Slovenia are exposed in the study. These starting points are⁴:

- The situation of agriculture: growing demand for healthy food, a higher proportion of organic production;
- Developed civil society: in the area of project implementation there are many active associations and other non-governmental organizations;

⁴ Socio-ekonomske danosti in drugi pogoji na upravičenem območju projekta »SEA« za razvoj socialnega podjetništva (»Socio-economic conditions and other conditions in the eligible area of the SEA« for the development of social entrepreneurship), p. 33

- The tradition of cooperative:

Unemployment and demographic changes also represent a potential for developing social entrepreneurship⁵. Young people are increasingly better educated; on the other hand, many of them are unemployed. This might be a possibility for the development of social entrepreneurship. With the ageing of the population there are also opening up the potential opportunities for the development of social entrepreneurship. With the aging of the population are occurring specific needs and these needs must be satisfied. These needs are, for example: medical care, care, leisure and the like.

Social enterprises will be more successful in an environment in which could establish a partnership with the public and the private sector. Two aspects of cooperation of social entrepreneurship with the public sector are particularly important⁶:

- the social aspect, which refers to meeting the needs of the local environment. Social enterprises offer solutions to important development issues such as social security, ecology, local self-sufficiency in food, energy and housing, provide jobs and other.

- the economic aspect, which is reflected in obtaining economic benefits both for themselves as well as for the local community.

Social enterprises have proven a lot of innovation strength and therefore can effectively solve local problems and perform public services as a public service.

Companies which make up the private sector are potential supporters of social enterprise – the expected positive effects are for both types of business entities.

Social enterprises, like other companies, need financial resources for their activities. In the financial market it is difficult to obtain loans for social enterprises because they usually cannot provide the required guarantees⁷. The second biggest obstacle is lack of suitable knowledge and competences, besides the lack of financial resources, which social companies need for their activities⁸.

4. Recommendations – if any

In the framework of the project the following recommendations⁹ have been given:

1. Strengthening of cooperation with a public sector

⁵ Socio-ekonomske danosti in drugi pogoji na upravičenem območju projekta »SEA« za razvoj socialnega podjetništva (»Socio-economic conditions and other conditions in the eligible area of the SEA« for the development of social entrepreneurship), p. 33-34

⁶ Right there, p. 45-46

⁷ Right there, p. 47

⁸ Right there, p. 48

⁹ Right there, p. 45-57

Possible ways of cooperation with the public sector are:

- enabling the benefits of social enterprises in acquiring business in range of public services, because social enterprises are ensuring the social inclusion of disadvantaged groups;
- establishing of local social incubators and local funds for financing the development of social enterprises;
- assuring of free places and rent subsidies to social companies;
- ensuring consultancy for social enterprises;
- co-organization of events for the promotion and presentation of social enterprises and the exchange of good practices;
- forming of a network of social entrepreneurship promoters and consultants for social entrepreneurship on a local or regional level.

2. Strengthening of cooperation with the private sector

Possible ways of cooperation between the social entrepreneurship sector and the private sector are:

- ensuring of financial resources for business of social entrepreneurship through mechanisms of ethical banking
- ensuring the transfer of corporate knowledge and skills from commercial companies to social entrepreneurship through mentoring schemes and consultancy.

3. Easier access to capital

Financial instruments, adapted to the needs and possibilities of the sector of social entrepreneurship, are as follows:

- services of ethical banking (special state scheme);
- guarantee scheme for obtaining loans;
- financial instruments such as: micro-credit, social stock exchange, debt capital ...;
- facilitation of access to risk capital.

4. Providing the missing knowledge that is necessary for the operation of social enterprises

Among the missing knowledge it is important knowledge in the following areas:

- marketing;
- financial management of the company;
- human resources management.

This knowledge could strengthen to a certain extent under the mentoring of managers from the business sector.

5. Stimulating of priority sectors with development potential within regions

Sectors or developmentally promising areas for the development of social entrepreneurship:

- Agriculture (ecological production of food)

On farms and in rural areas there is an opportunity for the implementation of the following activities or services: ecological production of food, social agro-tourism, peasant homes for active aged, programs for social participating of people from a social fringe and safety farm.

- Protection of the environment

Waste prevention, preparing waste for reuse and recycling represent an opportunity for the development of green jobs and social entrepreneurship.

IV.3.2. Italy

Summary of the main outcomes of the research

The survey first showed, how agriculture in the province of Trieste, after the beginning of the war started to be more and more impoverished, the area devoted to crops has been restricted, the amount of food reduced and human resources decimated. Signs of a turnaround, though visible in recent years, still appear dim. These signs are basically related to specific agricultural products and way of farming. It is true, however, that the potentials of a new agricultural development are there, even in such a small place. A territory which is, in fact, less and less bounded by the state borders and ready to regain size, as it was before the war.

It appears clear that some innovative trends of consumers and producers are emerging. More sustainable and ethical styles and food consumption practices are spreading in Trieste rural surroundings. There are non-industrial methods of agricultural production which care more about quality and environment safety and at the same time aim at satisfying a consumer who is geographically close, with whom agricultural producers have a human relationship.

The farm profiling has confirmed what is literally defined as *multifunctional agriculture*: it seems that a multidimensional business is perhaps necessary for the economical survival of the farm. In any case, people's interest in socially responsible agriculture, has risen: there is more awareness and curiosity about a production system capable to include vulnerable and disadvantaged people in a constant dialogue with the public and private institutions.

A large part of the market that could absorb products, grown or processed through social farming, could be the service of supplying public canteens. This depends on whether the government is ready to introduce in the contract tendering specific social clauses, aimed at recognizing the value of local farm businesses which employ disadvantaged people. However, this has to be considered carefully, because there may be a sudden strong demand of goods, and today farms are not absolutely able to provide a constant and stable organization in the food production and processing.

In terms of risks some priorities need to be addressed implementing further initiatives in this field: an accurate analysis of the market for individual products; analysis of employment procedures for disadvantaged people on farms (what kind of tutoring? what kind of responsibility for the farm?); assessment of the working inclusion system.

Operational guidelines for social farming development

As mentioned above, as the results of the survey you may get some clues operating in at least two distinct ways, even if deeply integrated with each other:

- the project start-up of new production areas for the inclusion of people experiencing social disadvantage, as foreseen in the local institutional agenda;
- the more general development of social farming in the province of Trieste and the rest of the region Friuli Venezia Giulia.

As far as the first aspect is concerned, it is clear that the study carried out here can not be considered a business plan for the establishment of a new legal production entity (which should also assume the status of a social farm) : this will require a supplementary analysis, in particular concerning economic viability, management and organizational procedures.

In any case, the survey highlights clearly how any farm, which is socially engaged, can hardly stand independently, and instead requires the existence of a network of relationships and partnerships between all actors involved, both public and private. For this reason it seems necessary to suggest, before the establishment of a new legal entity, the drafting of a network protocol among those who are interested in developing social and occupational integration of disadvantaged people in agriculture in the territory. A network protocol could establish common goals, identify the functional relationships, the “who does what”, with what responsibilities and mutual benefits.

Concerning the second aspect, it seems evident that the development of social farming in the province of Trieste will be more solid and generative as it will be promoted and supported by different stakeholders, including other territories, which can generate synergies and stand together to discuss with different departments of the Region and the reality in other parts of Italy. In particular, it is wished from local forums currently existing, the establishment of a forum of social farming in Friuli Venezia Giulia. A forum which is proactive and not only representative, which could, among other things, overcome even the national lines considered with increasingly high permeability of the border between Italy and Slovenia.

The promotion of the development of social farming is then also related to specific regulations. A further step to be taken is to define specific laws and rules for the social farming sector in our region, as other regions did in 2013 : rules that should promote and value those who really practise a sustainable and fair economy.

Finally, it would be useful to extend the analysis of public notices of public catering, here performed at the level of the province of Trieste, to all the region in order to identify the best ways to prepare social clauses to be included in the tender contracts for the assignment of the food supply school canteens, hospitals and other residential or semi-residential care houses.

IV.3.3 Hungary

1. Study

Basic information:

a) Name of the study	Local Food System Development in Hungary
b) Performer/contractor of the study	Bálint Balázs, ELTE University, Budapest
c) Year of the study	2012: International Journal of Sociology of Agriculture and Food, Vol. 19, No. 3. 403–42. p.

Starting points / aims of the study

This article examines local food system (LFS) development pathways in the context of recent regulatory reforms in Hungary implemented to promote local product sales and short food supply chains (SFSC's). Taking a SFSC approach, two case studies demonstrate how new types of local food systems initiated by non-farmers attempt to shorten the distance between consumers and producers.

The findings are based on qualitative key informant interviews and a consumer attitude survey data that seek to identify how LFS's promote or enact sustainable food supply and how consumers perceive the nature of the relationships between

consumers and producers. The results from the 'Gödöllő Local Food Council' and the 'Szekszárd local food system' show various specificities and challenges of new types of emerging urban civil food networks. The article concludes by pointing to critical factors and tools for developing LFS's, as well as reflecting on the role of original research to facilitate change for a more sustainable food system.

Main findings

In Hungary, alternative food supply systems such as farmers' markets, farm-gate sales already have a long history that seems to be amplified now.

In the light of the foregoing, decisive consumer demand for local food is primarily related to the more educated, urban consumers with families. For these people, food origin is primarily important and they put their trust in local food as much as that they buy in local shops. Direct sales (from original producer to final customer) make it easier for them to know where the raw materials come from. Approximately two fifths of them buy organic food. Local shops are the most popular (72%), while supermarkets are frequented by only 18%. According to the results of this study, there is also the group of rather urban, better-educated consumers, who are willing to pay extra for local products. The case studies highlight the distinguished role of urban intellectuals as drivers for LFS. LFS operators are relying on personal, in-kind investments, but are also able to gain public funding and community support.

Recommendations – if any

Through their long-term personal involvement, LFS development has great potential in shaping the culture of socially innovative local cooperation and to further missing values in post-Socialist Hungary, such as integration of various interest groups, building a new sense of community, reinventing local traditions, preserving the value-centred professionalism and community-based character of LFS's. initiatives require much more professionalization for future success, and timely institutional support would be essential without disproportionate administrative and financial burdens.

2. Study

Basic information:

a) Name of the study	Exploration of the potential of regional possibilities for the creation of family supporting network
b) Performer/contractor of the study	"Jól-lét" Nonprofit Foundation, Budapest
c) Year of the study	2012

Starting points / aims of the study

Currently, the major problems in the employment of women are the lack of phasing of the work and family, as well as the relatively low number of the social farms and family-friendly jobs. The aim of the study was to collect and detect the incentives and role of civil organisations, associations, foundations in the support of job possibilities of women with small children. The method of the data search was online questionnaires and personal interviews.

Main findings

Gender issues are important and official regulations assure equal rights for both gender. However, it seems that in the Hungarian society the women are still considered on another level than men. Our society does not have an "ideal for modern women" although the employment of women is widely accepted. Now, there are more and more good examples in Hungary to resolve this kind of problems. Nevertheless, special labour opportunities, regional programs for integration of Roma and other ethnic women, development of public transport enhancing employment, etc. is lacking.

The majority of the organisations dealing with this task are working in the Central-Hungarian region including Budapest, however, there are some acting in almost each location.

Recommendations – if any

There is a need for the existence of a country-wide, civil network dealing especially with the employment possibilities of women after child birth because this role can not be accepted fully by the Labour offices. There is a need for a full support of professionals and politics. The organisations existing today have limited financial possibilities, their activity depends on the programmes which do not pay a special attention to this question.

3. Study

Basic information:

a) Name of the study	Opportunities of the multifunctional agriculture in LEADER micro-regions of Northern Great Plain and Northern Hungary
b) Performer/contractor of the study	Fehér Alajos, Research Institute of Karcag
c) Year of the study	2010, OTKA Research Project, No. K67813

Starting points / aims of the study

Evaluation of the presence of multifunctional agriculture in three small regions (Karcag and area, along the Tarna river and along the Tisza river) and factors supporting or blocking its distribution. Evaluation of the reactions, experiences, opinions of the farmers and collection of new connections, conclusions. Comparison of this situation with international situations and description of the local characteristics. Suggestions.

Main findings

Families play a basic role in establishing and running multifunctional farms. They use the fields of the family and/or family relatives mainly. Livelihood of the family members depends basically on the success of these farms. In general, the farmers have an interest in further increasing the area of their farms, but are not motivated to create jobs for other people. Concentration of the fields induces reduction of labour need. If the field which is larger than 50 ha, the necessary labour (number of workers) is 1/7 of that of the smaller farms. Dynamics of field concentration and decrease of labour need is higher than EU average. According to examination of 104 farms, it was found that farmers are highly motivated to increase their territories. Their activities can be grouped as “market-oriented”, non-market oriented and between these two. Among the first group the non-agricultural activities play a much smaller role than agricultural production. 43% of farmers would like to increase their multifunctionality.

Recommendations – if any

The attitude of farmers to increase fields’ concentration affects negatively the agricultural and rural development programmes on the competitiveness of the sector. It is highly recommended to promote regional competitiveness inducing also the employment in the sector.

4. Study

Basic information:

a) Name of the study	Situation of social cooperatives in Hungary
b) Performer/contractor of the study	Katona Attila, Technical and Economic University, Budapest
c) Year of the study	2014

Starting points / aims of the study

In the latest databases there is a reference about approximately 1500 social cooperatives in Hungary. The Master Thesis examined their role in development of rural areas and creation of job opportunities for disabled and vulnerable people. The study surveyed the history of appearance of social cooperatives, the juristic, regulational and theoretical backgrounds, institutional and support frames and evaluated the findings. It looked for answers to the uncertainties about the integration and financial sustainability of the model in the current system, and formulated recommendations for further development.

Main findings

Social cooperatives may represent a huge potential for realisation of the goals of social and economic policy. A big advantage is that social cooperatives and their products are flexible, devoted to personal needs. The activity of the cooperatives is organised together with the community, decisions about running the business are also made together. They have a deeper knowledge about the local markets and thus, new market segments may be opened.

In the operation of Hungarian social cooperatives, however, there are several negative experiences. The capital of these societies is in majority of cases a minimal one and in lack of appropriate financial backgrounds they are not able to work really actively, after establishment and a shorter period of work they are „still placed”, as data showed, appr. 20% is continuing the activities after 3-4 years. The present regulational background does not seem appropriate for the prosperous operation.

The existence of experienced and enthusiastic leader personalities are basically important for the activities, however, professional entrepreneurship is needed for long term operation and management.

The study evaluates the 5 special types of cooperatives in Hungary and speaks about their associations and networks.

Recommendations – if any

The creation of a self-sustaining cooperative model - in addition to meeting international regulations - has an enormous social benefit and fulfills a clear national interest. A start and sustainable development of this cooperatives, however need a new, more specific regulational and financial support system. Regulations should be overviewed and changed accordingly. Professional knowledge of the leaders, actively operating network among cooperatives, and their joint efforts for representing their interests would be necessary and advisable. There are already good experiences (OFA Network, e.g.) which may help in further work.

IV.4 Measures of the national and regional programmes

IV.4.1. SLOVENIA

ACTIVITY O1-A1

Overview of regional programs

Aim: to check-up existing measures for the promotion of social multifunctional farming in each participating country (additional agricultural activities, social services on farms, employment....)

Name of Institution / organization (Name of municipality, region, ministry, institute...)	Level a) municipality b) region/province c) state	Name of the programme / measure (i.e. development of agriculture, additional activities on farms, exemption from tax on salaries ...)	Programme sources a) own resources b) national sources c) EU resources d) other	Annual funds in €	Beneficiaries (i.e. farmers, companies, institutions..)	Methods for allocating resources / incentives a) public tender b) program financing c) other
Municipality of Nova Gorica	municipality	Grants for programs and investments in agriculture and rural areas in Municipality of Nova Gorica (Investments, promotion of quality of agricultural products, provision of technical support for education and training, organization of events for the exchange of knowledge among farms...	a), d) – local	150.000	Small and medium-size agricultural organizations, which are involved in the primary production of agricultural products	Public tender
Municipality of Nova Gorica	municipality	Co-financing programs of NGOs in the field of agriculture in Municipality of Nova Gorica (Education and training, promotion of	a), d) – local	15.000	NGOs operating in the area of agriculture	Public tender

		NGOs and area, preparation of projects in the field of agriculture and rural areas to apply for public calls, events in the field of agriculture and rural areas, purchase of professional literature, preparation of promotional materials).				
Municipality of Nova Gorica	Sub – region	Call for loans to facilitate the development of agriculture (primary production, processing and marketing of agricultural products)	a), d) – local	200.00 0	Small agricultural organizations, which are involved in the primary production and processing of agricultural products	Public tender
Regional development Agency of Northern Primorska	Sub – region	LEADER Programmes for rural development (Priority measures: development of agriculture and supplementary activities, development of nature friendly farming and preservation of traditional agricultural practices, development of tourism in countryside, preservation of genetic potential, preservation of natural and cultural heritage.)	a), c)	App. 200.00 0	Public sector / institutions, economic sector (companies, farmers...), NGOs, individuals.	Public tender

IV.4.2. ITALY

ACTIVITY O1-A1

Overview of regional programs

Aim: to check-up existing measures for the promotion of social multifunctional farming in each participating country (additional agricultural activities, social services on farms, employment ...)

Name of Institution / organization (Name of municipality, region, ministry, institute...)	Level a) municipality b) region/province c)state	Name of the programme / measure (i.e. development of agriculture, additional activities on farms, exemption from tax on salaries ...)	Programme sources e) own resources f) national sources g) EU resources h) other	Annual funds in €	Beneficiaries (i.e. farmers, companies, institutions..)	Methods for allocating resources / incentives d) public tender e) program financing f) other
National Legislative Decree approved by the Chamber of Deputies (July 2014)	State	"Provisions on Social Agriculture"	Not yet defined	Not yet defined	* NOTES BELOW	Not yet defined
Friuli Venezia Giulia Region	Region	Region FVG - L.R. 18/2004 "Educational Farms Rules and Regulations "	own	The provinces make contributions of up to a maximum of 80% of the eligible costs	a) in favour of municipalities and schools in order to support the expenses for collective transport of students and pupils in the recognized educational farms b) in favour of municipalities in order to support the activities organized and carried out in the educational	Program financing

					farms	
Municipality of Trieste Public Health Department	Region	Memorandum of Understanding	own	20.000 Euro (in 2014)	study and experimentation aimed at the development of farms available to practice social and working inclusion (Interland Consorzio)	** NOTES BELOW
Province of Trieste	Province	Disable people employment Incentives (Law 68/1999)	own	between 25% and 60% of the gross annual wage costs depending on the level of reduction of working capacity	Private and public employers who permanently employ disabled workers	

* The text enacted by the Parliament, is now in the evaluation phase, supposed to be done by the Senate: the law will serve primarily to recognize, legitimize and support the many important experiences of companies agro-social and social cooperatives, born and developed in the country. Here what has been proposed:

- a) Incentives and tax and social security contributions for companies and organizations / associations that carry out activities and services targeted to disadvantaged and disabled European Commission Regulation,
- b) Assignment by public institutions concerning tenders for school canteens and hospitals according to social farming criteria,
- c) Assignment of spaces in agricultural markets for direct sales of social farms products and
- d) Incentives for the employment of disadvantaged people as per European Commission Regulations.

The most important aspects introduced by the proposal are related to the definition of the activities that could be are classified under the name of social agriculture, confirming of multifunctionality as a characteristic of the realities that deal with social farming , the recognition of social farming operators and the definition of spaces dedicated to social farming . Support measures and the setting up of a social farming observatory are also defined.

** Direct finance contribution for study and experimentation aimed at the development of farms available to practice social and working inclusion.

IV.4.3 HUNGARY

ACTIVITY O1-A1

Overview of regional programs

Aim: to check-up existing measures for the promotion of social multifunctional farming in each participating country (additional agricultural activities, social services on farms, employment....)

Name of Institution / organization (Name of municipality, region, ministry, institute...)	Level a) municipality b) region/province c) state	Name of the programme / measure (i.e. development of agriculture, additional activities on farms, exemption from tax on salaries ...)	Programme sources i) own resources j) national sources k) EU resources l) other	Annual funds in €	Beneficiaries (i.e. farmers, companies, institutions..)	Methods for allocating resources / incentives g) public tender h) program financing i) other
Hungarian National Rural Network (HNRN)	b, c	Development of small farm-yards	b, c	960 000	Farmers, settlement groups and other local social groups, professional and non-governmental organisations	Tendering through local organisations
Hungarian National Rural Network (HNRN)	c	Collection and dissemination of local traditions, local products	b, c	460 000	Rural individuals, enterprises, collectives, civil organisations, local authorities	Tendering
Ministry of Agriculture through "Zala Termálvölgye Association"	b	LEADER Programmes for social agriculture in Hungary 10 different projects, e.g. 1. Development of social services in rural areas 2. Increasing market potential of local products 3. Community programs for increasing local identity 4. Enhancing touristic potential of the regions	b, c	different 890 000	Farmers, farmers' local communities, small-producers, local authorities, non-profit organisations- depending on the topic	Tenders (project proposals)
Szimbiozis Association	b	Social farms in Hungary	d (Norway Grant)	not known	Disadvantaged workers and other vulnerable groups	Workshops, trainings, disseminations

V Analysis of existing programs for training different target groups for multifunctional farming in participating countries and measures of integration of programs of multifunctional farming into VET

The aim of this analysis is to verify, at both training programs and school, whether in the three countries the existing programs are linked formally to multifunctional farming or not, to the two areas most relevant to the project: horticulture services and social/personal services. Moreover, the aim is to check the guidelines and methodologies that will allow an adequate planning and recognition of a training program in multifunctional farming for the project purposes.

The analysis is divided in four parts. The first one is dedicated to specific legislation in multifunctional farming and points out the regulations regarding training courses and school programs. The second is dedicated to analyse if there are specific training courses and school programs for multifunctional farming and if not, if there are any that may be linked with the activities in multifunctional farming. The third part wants to analyse the training courses and school programs in social service that may be linked with the activities in a multifunctional farming (e.g. occupational therapist, community animator, Psychiatric Rehabilitation expert). In the fourth part is dedicated to gather information about the general training framework in the three countries.

V.1 Multifunctional farming and social service legislation linked with multifunctional farming

In all three participating countries there is a presence of legislation in multifunctional farming and in the field of services to person referred to social activities linked with multifunctional farming. In Slovenia and Hungary there is on the central state level, however in Italy there is both on regional and national level.

In all three countries there are a lot of ongoing collaborations between school and training, especially in the fields mechanics and ICT (Italy), public health, social services, art, engineering, environmental protection, tourism, agriculture, food industry, light industry, economics, marketing etc. (Hungary). In Slovenia school and training use the same catalogue of skills, whereas in Hungary and Italy they do not. Qualifications issued by training system are recognized by the school system in Slovenia. The common denominator of the two ways of conquering knowledge is the definition of occupational/professional standards. Schools recognize the knowledge acquired in other ways, if satisfied that the person has acquired knowledge or part of the knowledge in the field defined by professional standards and vice versa. Identification and evaluation of informal knowledge is currently undergoing unification at the national level. In Italy and Hungary qualifications issued by training system are not recognized by the school system.

V.2.1 An overview of existing training courses of multifunctional farming/horticulture in targeted areas in Slovenia, Italy and Hungary

In all three countries a horticulture training course has been chosen for the need of the analysis. For Slovenia and Hungary one course, for Italy two courses. All analysed courses are 2nd or 3rd ISCED level. In all examples there is a presence of a catalogue of skills for the courses. In Italy and Hungary the analysed courses have a certified professional figure (e.g. agri-environmental operator, farmer, medicinal and aromatic plants producer) however the Slovenian analysed course does not.

Slovenia

Main content/skills training in Slovenian course contains of: segregate the duties and tasks of the catering staff in relation to other, the principles of HACCP, preparation and safe use of the instruments of labor, adequate mechanical and thermal devices and make them clean and maintain, selection of suitable way of storing individual foods and store inventory, weigh and convert units of measurement, preparation of the mise-en-place for the preparation and issuance of dishes, mechanical and thermal professionally processed foods to prepare simple dishes, take into account the loss of mechanical and thermal processing of food and care for the economy, preparing dishes using different procedures, preparing food with complementary cooking procedures, prepare snacks and simple dishes, preparation of a portion of the recipe and norms, provide adequate hot and chilled bowl and dishes, explain the consequences of using unhealthy food, set the nutrients we know their meaning and application in food, prevent food poisoning, exploit the unused food and dishes, storage of foods and dishes in the corresponding cooling devices and storage, present each guest meals, exploit the unused food and dishes, explain the different organizational forms of work in the hospitality industry, their advantages and disadvantages, carry out preparatory (set tables for different occasions and meals, serving edit and auxiliary tables, preparation of various mats) and finishing in serving, implement basic work in serving guests, assume the order of the guests in smaller establishments, advise and recommend dishes and drinks, assume ordered from the kitchen and serve meals each group in different basic ways, select appropriate tools for each beverage or drink and to use it properly, prepare and serve selected drinks and simple snacks, prepare, open, and keep open to serve drinks, beer, soft drinks ... and consider the appropriate temperature, comply with applicable norms and rules and provisions of the Restriction of the Use of Alcohol, assist in demanding serving as instructed by the waiter, account for the service rendered, take into account the benchmark for the implementation of individual services, work professionally, carefully, accurately, reliably and responsibly, taking into consideration safety at work, communicate with colleagues and guests, linking work in serving and kitchen etc.

Italy

Main content/skills training in Italian courses contains of: 1. Planning stages of work assigned, Operations related to the choice of the address production and Management company, Preparation and use of machinery, tools, tools, equipment and facilities, Care and maintenance of machines and tools, Provision of housing and care of them, Preparation and use of machinery, tools, tools, equipment and facilities, Care and maintenance of machines and tools, Planting, cultivation and breeding of tree crops, herbaceous and horticultural crops and cross content skills (techniques of organizational communication and sales techniques). 2. Botany, Agronomy and modalities for prevention and plant defence; Business elements that contribute to determining the income of agrarian production factors and economic figures reference; Business budget: reading and interpretation of the voices of the budget of an undertaking agrarian; Agrarian legislation and specific regulations, contracts and agrarian agricultural loans; Rural Development Plan 2007/2013; National agricultural policies and Community; Biological products and typical regional types of products, production specifications and their development within the region and cross content skills (development related to entrepreneurial activity).

Main content/skills training in Hungarian course contains of: propagate and cultivate medicinal and aromatic plants; carry out their soil cultivation, nutrient supply, irrigation and plant protection; operate, use and maintain machines and apparatus applied in medicinal and aromatic plants growing; produce drugs, store and sell them; prepare and use the required documentation and cross content skills (organize and manage the cultivation and post-harvest processes; make plans and calculations; establish and operate companies, carry out basic commercial activities).

All the courses require planning under the catalogue of skills. Mostly a practical test in classroom/laboratory or an interview is used. In Italy and Hungary a combination of both, in Slovenia just a practical test is required. In non-formal context however in Slovenia the interview is used for specific recognition of skills.

For Slovenian course and the Italian “farmer” certificate of attendance is acquired. For the other Italian course and Hungarian one a basic qualification is acquired. The duration of the training in Slovenia is from 50 hours to 200 hours, whereas for Italian and Hungarian courses are from 400 to 1000 hours. In all analysed courses the age of trainees is mixed. The target group of trainees is unemployed people in all cases, for Italian and Hungarian selected courses the target group is also students/without an employment. In Slovenia mostly female attend the course; in Italy mostly male attend the courses; however in Hungary the gender structure is mixed. In Italy the training typology is group work, in Slovenia and Hungary a mixture of individual and group work. Training methodologies base on the theory classroom and laboratory (or practice on farms); in Italy however the stage/on the job is obligatory and the mentoring of it. In Slovenia and Hungary pre-qualification is needed (primary school in Slovenia, 5-years secondary school diploma in Hungary). All the courses are in main town. During the training period the school/training center provides an accompanying/orienteering service for the job-choice only in Italy. No supporting measures for people in disadvantage are present in Italy and Slovenia. In Hungary however there are some supporting measures for poor, orphans and families with a lot of children in terms of financial support which can be used for any purpose. The same case is with supporting measures to female participation. In Hungary there is a financial support for mothers with little babies until 3 years old.

In Slovenia the collaboration with external services and structures (like social services and welfare) is compulsory (e.g. national Employment Service). The same is in Hungary (private regional company). In Italy however the collaboration is optional (provincial social services and welfare).

V.2.2 An overview of existing school programs for multifunctional farming/horticulture in targeted areas in Slovenia, Italy and Hungary

In all three countries a horticulture school program has been chosen for the need of the analysis. For Slovenia and Italy one program, for Hungary two programs. The analysed programs in Slovenia and Italy are 3rd ISCED level (gardener and agriculturalist); the programs in Hungary however are 5 and 6 ISCED level (Horticultural Engineer Assistant and Horticultural Engineer). In all examples there is a presence of a catalogue of skills for the programs.

Main content/skills of the program in Slovenia contains of: independently employ technology procedures for ornamental plant and vegetable production based on a garden production plan; produce, tend and protect ornamental plants and vegetables by taking into consideration growth factors and environment protection principles; produce seedlings and grafts for sale in line with required standards; design, tend and maintain green spaces; perform works by using garden machines, appliances and tools by bearing in mind safety at work regulations; draft simple calculations and sell garden produce, products and services; cooperate in a group and communicate with co-workers; employ ICT for searching, processing and assessing data in his/her work; act responsibly at workplace by providing for one's own safety and protecting the environment. The open curriculum is determined by the school in cooperation with companies on the local level.

Main content/skills of the program in Italy contains of: know how to design, implement, maintain and improve interventions and strategies related to agriculture; know the economic factors underlying the organization of companies, the main regulations and laws of agriculture and the environment; develop skills related to the collection and analysis of data to produce reports and budgets; know the functioning and maintenance of the main agricultural machinery; analyse the chemical, biological and physical soil; describe the aspects and the basic techniques of preservation and processing of agricultural products; know the elements and procedures for the definition of product quality; know the needs and cultural practices for major crops, according to the needs of individual plant species and animal breed; be able to evaluate and analyse the issues related to the exercise agriculture in relation to environmental protection. Cross content skills consist of entrepreneurial skills to organize and conduct various types of company; ability to work in groups and ability to self-organize own work according to the objectives.

Main content/skills of the higher level program in Hungary contains of: recognize physical, chemical and biological background of main processes taken place in horticultural plants; produce and preserve horticultural products of high biological value on the basis of their biological, chemical, physiological and technical knowledge; determine physiological, technical and economic background of cultivation technologies; recognize pests and diseases of horticultural crops, and efficiently protect crops from them; apply environmental regulations concerning cultivation; establish and operate independent horticultural farms or enterprises; design, organize and control horticultural production; draft, analyse and evaluate professional problems. As for cross content skills: perform professional and public administration tasks in connection with production and distribution of horticultural products; organize and manage horticultural production processes in horticultural enterprises, and provide engineering tasks of other activities in connection with horticultural production; apply latest results of horticultural cultivation; perform consultant work.

Main content/skills of the lower level program in Hungary contains of: organizing and managing cultivation technology of horticultural plants; propagating and cultivating vegetables, medicinal plants, fruits and vine; carrying out soil cultivation, nutrient supply, irrigation and plant protection; gathering horticultural plants, harvest, pack up and store crops; operating, using and maintaining machines and apparatus applied in horticultural growing. Cross content skill include: organizing and managing the activity of working group; performing communication tasks; planning plant cultivation technologies, make calculations; establishing and operating companies, carry out basic commercial activities; following the development of horticultural cultivation with attention; organizing and managing cultivation technology of horticultural plants; propagating and cultivating them (vegetables, medicinal plants, fruits and vine); carrying out soil cultivation, nutrient supply, irrigation and plant protection; gathering horticultural plants, harvest, pack up and store crops; operating, using and maintaining machines and apparatus applied in horticultural growing. Cross content skills consist of: organizing and managing the activity of working group; performing communication tasks; planning plant cultivation technologies, making calculations; establishing and operating companies, carrying out basic commercial activities; following the development of horticultural cultivation with attention.

All the courses require certification of skills. In all countries a practical test in classroom/laboratory is used; in Italy and Hungary in combination with an interview. In Slovenia you get a three year qualification, in Italy five-year secondary school diploma, in Hungary bachelor degree for 7th level and two-year qualification for 6th level. The duration of the program in Slovenia is to 3 years, in Italy 5 years, in Hungary 2 years for lower level and 3 more years for the higher one. The program is dedicated to young people under 25 years old in Hungary and Italy, in Slovenia however it is dedicated to a mixed aged population. Target groups are in all

countries students/without an employment. In Hungary and Slovenia the program is equally represented by gender, in Italy the program consists mostly by male population.

The training typology is a combination of group and individual work in Slovenia and Italy, in Hungary is focused mostly on group work. In Slovenia and Hungary the training methodology is mostly theoretical – in classroom and laboratory (or in the case of Hungary experimental farm), in Italy the methodology is based on the stage – on the job training and with the presence of the mentor. In Slovenia and Hungary students need pre-qualification in terms of primary school (Slovenia) and secondary school (Hungary). In Italy no pre-qualification of needed. All the courses are in main town. During the training period the school/training centers do not provide an accompanying/orienteering service for the job-choice and self-business, except for the higher level program in Hungary. In Italy and Hungary there are some measures for people in disadvantage: in Italy there is learning support for all students in need, in Hungary for poors and orphans there is learning support, economic support to the accommodation and financial support. None of the examined programs have support measures to female participation. Only in Italy there is collaboration with external services and structures, which is compulsory. Those organizations are mostly private companies.

V.3 Area services to person linked to multifunctional farming

V.3.1 An overview of existing training courses in social service in targeted areas in Slovenia, Italy and Hungary

In all three countries there are available specific training courses for services to person. In Slovenia there is a training program for unemployed adults (home care), which is ISCED level 2-3, in Italy there is permanent training for homogenous groups and in Hungary there is national vocational training (ISCED level 3). For all these training courses there is a catalogue of skills, however in Slovenia the course does not have a certificate of professional figure, whereas in Hungary and Italy it does.

Main content/skills training in terms of professional/technical skills in Slovenia consist of: help with life activities (edit residents, toys, space and ourselves, monitors the life activity of breathing and can recognize vitally threatened, maintain a free airway pot, installed in the appropriate position for easier breathing, encourage independence in living activity of eating and drinking, installed in the proper position during feeding and drinking, monitors the vital activity of secretion and discharge (to encourage independence in the elimination and discharged), take appropriate action when deviations from the normal secretion and discharge, ensure privacy and convenient position secretion and discharge of, install bed container and urine bottle (cares for a person with indwelling urinary catheter and urine bag empty), monitor, and encourages independence in movement, prevent long-term complications of lying, carries out transportation and transfer of persons and observes the principles of ergonomics when lifting and handling, monitors and encourages independence in personal hygiene and tidiness, assist and carry out personal hygiene according to the needs, ensure privacy for personal hygiene, monitor the condition of the skin and mucous membranes, and the deviations appropriate action, assisting in the maintenance of normal body temperature, recognize deviations from normal body temperature and take appropriate action, properly measure the temperature), gives first aid (able to provide first aid in case of accident, observe and identify acutely affected and take appropriate action, informs the direct management of professional staff on health, participate in the triage in the event of mass accidents and incidents in an institution, care for the most frequent diseases in old age and people with special needs, cares for residents with chronic illnesses and people with special needs, measure and record vital functions, nourish and care for

the dying of the deceased, recognize the signs of death, care of the deceased having regard to the reverence.

Main content/skills training in terms of professional/technical skills in Italy consist of: learn about the organization of care and social care, to inform and facilitate the person and his family members in access to resources and social and health services in the area; adopt responsible attitudes and behaviour conform to ethical principles in the conduct of its business, also in relation to the basic needs and problems of the different types of users; learn about the methodology of work and social welfare; develop communication skills appropriate to different relational situations with the user, family and other professionals; know how to work in groups, recognize the roles of various professionals and perform specific functions of their role; comply with hygienic - environmental and safety related to the person and the environment and to the health of the operator; ensure the satisfaction of the basic needs of the patient, in view of the functional recovery of residual capacity and the development of individual autonomy; support mobility in the user depending on the different degrees of disabilities by adopting appropriate measures; manage health emergencies both in structure to domicile; develop useful knowledge to the understanding and use of computer languages. In terms of transversal skills the training offers team working abilities.

Main content/skills training in terms of professional/technical skills in Hungary consist of: organize activities, therapeutic works, motivate persons, groups; teach skills and knowledge which are necessary for job; elaborate the personalized system of performance assessment and recognition; recognize and explore social problems; represent and abide by ethical rules. In terms of transversal skills the training offers thinking in systems, practical interpretation of tasks; understanding and tolerant with people in different life situations; adequate communication, indirect help conversations; conflict resolution, helpful and interpersonal; emotionally stable, balanced.

All training courses need the certification of skills: in Slovenia by practical test in classroom, in Hungary by interview and in Italy by both. In Slovenia and Hungary there are specific procedures for the recognition of skills acquired in non-formal context – in Slovenia it is gain by an interview and in Hungary by practical test in a social institute. At the end the student gain a certificate of attendance in Slovenia and Italy, in Hungary a special OKJ qualification. The duration of training in Slovenia and Italy is from 50 to 200 hours, in Hungary from 400 do 1000 hours. In all three countries the trainings are for mixed age, mostly for unemployed people. In Hungary also unemployed people can join, in Italy students or employed persons can join. In Italy and Slovenia the target group is mostly female, in Hungary there is mixed target group. In Slovenia and Hungary the training goes on both as group and individual work, in Italy mostly as group work. The training courses are taken in classroom or laboratory in Slovenia and Italy, in Hungary there is also a stage/on the job training with no need of mentor. In Slovenia and Hungary there is a pre-qualification required for students (primary school in Slovenia and secondary school in Hungary) in Italy no pre-qualification is required. All the training courses are in main town. Only in Hungary the school/training center provides an accompanying/orienteering service for the job-choice and only in Hungary there exist support measures for people in disadvantage – for poor, orphans, families with a lot of children in terms of financial support which can be used for any purpose. In Hungary there are also support measures to female participation in terms of financial support for mothers with little baby until 3 years old.

Collaboration with external services and structures (e.g. social services and welfare, enterprises ...) is compulsory in Slovenia and Hungary – in Hungary students need to find suitable professional training sites themselves as the training centres/schools do not provide them. Collaboration in Italy is optional.

V.3.2 An overview of existing school programs in social service in target areas in Slovenia, Italy and Hungary

In all three countries a school program in social service has been chosen for the need of the analysis. For Slovenia and Hungary one program, for Italy two programs. The analysed program in Slovenia is 3rd ISCED level (health care); the program in Hungary is 6th ISCED level (Social work); and the programs in Italy are 4th ISCED level (Social Educator and Technician in Psychiatric Rehabilitation). In all examples there is a presence of a catalogue of skills and a certificate professional figure for the programs.

Main content/skills of the Slovenian training consist of: independently undertake health and nursing interventions by life activities in line with the work process method, in health care of adult patients, children and young persons; cooperate in diagnostic and therapist interventions by following doctors' and nurses' instructions; perform health care of adult patients, children and young people suffering from different disease and conditions in line with the work process method; administer first aid, emergency medical aid and basic resuscitation procedures until the arrival of the doctor on the scene; use health care appliances and apparatuses; care for one own health, for patient's health, and positive attitude to healthy lifestyle; identify needs of patients and special needs persons and quickly adapt to working process conditions; cooperate in a group, communicate in writing and orally with co-workers, experts, patients and family members by using basic technical terminology; act responsibly and ethically towards patients, family members, other close relatives and co-workers; use contemporary ICT, work with resources, data and materials. Optional choices: Health care in psychiatry, Health care in geriatrics, Palliative health care, Health care in rescue service, Health care in dentistry.

Main content/skills of the first Italian training consist of: program, manages and verifies educational interventions aimed at the recovery and development the potential of disabled pupils; helps promote and organize social and health facilities and resources in order to implement the project integrated educational; plan, organize, manage and check his professional activities within health and social services and social health structures rehabilitation and socio-educational structures; it works on families and on the social context of the patients, in order to get people back into the community; it participates in activities of study, research and documentation; team working abilities management capabilities of relational dynamics, problem solving skills.

The second Italian training consist of: it collaborates in the evaluation of mental disability and the potential of the subject, analyses the needs and demands of evolution and reporting the resources of the family and socio-environmental context; collaborates to the identification of objectives training-therapeutic and psychiatric rehabilitation and in the development of the specific intervention program; it implements measures aimed licensing and rehabilitation of persons to take care of themselves and interpersonal relationships of varying complexity as well as employment; it operates in the context of primary prevention in the territory; it works on families and on the social context of the subjects, in order to facilitate his reintegration into the community; it collaborates in the evaluation of the outcomes of habilitation and rehabilitation program; team working abilities, management capabilities of relational dynamics, problem solving skills.

Main content/skills of the Hungarian training consist of: recognize, systematize and analyse social processes, social problems, endangering factors and interactions between person and society; develop problem-solving skills of persons, families and groups, help their integration into society; explore and utilize resources of persons and their environment; perform representative and consultative tasks; collaborative, social skills, communication skills, assessment and self-

assessment capability, adaptability, professional identity, sense of morality, sense of responsibility.

The official certification in Slovenia is a 5-year secondary school degree, whereas in Italy and Hungary it is Bachelor Degree/Master. In Slovenia the duration of the program is 4 years in Italy and Hungary 3 years. In Slovenia the age of trainees is mixed, in Italy and Hungary the programs are mostly for young people under 25 years old. In all three countries the target group is students/without an employ. The gender attendance in most programs is balanced, except for the Italian Social Educator, where mostly female attend. The training typology for Slovene and Italian courses is group and individual, for Hungarian program is mostly group work. In Italy and Hungary the methodology is theory classroom and laboratory combined with stage/on the job study. In Slovenia there is only theory classroom and laboratory study. For all the analysed programs a pre-qualification is required. In Slovenia it is primary education, in Hungary and Italy secondary education. All programs are accessible in the main town. In Italy and Hungary where the methodology is combined with the stage/on the job, the school provides the service for job-choice. Only in Hungary there are support measures for people in disadvantage; for poor and orphans in the terms of financial support. No support measures exist in any of the analysed programs to female participation.

All of the programs have the possibilities of collaboration with external services; in Slovenia the collaboration is optional, in Italy for Social Educator it is optional, for Technician in Psychiatric Rehabilitation compulsory, in Hungary it is compulsory.

VI Assessment of the appropriate methodology for identification of motivation and competences of individual trainee for participating in self-help group

VI.1 Short study of the methodology and the collection of methodologies significant for the assessment of skills for self-employment in the field of self-help groups

The assessment of the skills can be individual or group. It is usually used in organizations for the assessment of the personality characteristics of individuals which are intended for the positions of entrepreneurial, managerial, commercial and other development paths.

In this perspective, the evaluation becomes an evaluation not only of the technical-specific but also a personality assessment in its main elements: dynamic, physiological, pathological and organizational. The organizational personality is very important when we talk about entrepreneurship and even more self-entrepreneurship.

The assessment becomes psycho-diagnostic and for this reason it is important that a professional psychologist, with a solid theoretical and practical clinical reference, leads it. The most appropriate for the operations of psychological diagnosis is clinical and organizational psychology/dynamic psychotherapy which studies the relationships between individuals and personal skills that each individual brings into play in these reports. (Davanloo, 1980 and Malan 1976). The basic methodologies of the assessment are now consolidated into basic types of reference, every day new “risky” methods but do not seem to go as deep as for example telephone interviews, the dedicated software or the use of the web to fill out questionnaires. In this regard, ideas and methodology of the starting point for a good assessment must be “meritocracy”.

The great methods:

1. TESTS AND QUESTIONNAIRES
2. INDIVIDUAL INTERVIEWS AND DISCUSSIONS – in general they can be divided into two broad categories: the **structured or semi-structured interview** and the **unstructured interview**.
3. METHODS OF GROUP – very powerful but little known and used.

The choice of the most correct and effective methodology must start from the definition of the evaluated subject, his/hers personality characteristics which are considered important for the conduction of the organization. At the basis of the assessment there will be the construction of *ad hoc* situations that help “the reality to speak” (A. Castiello D'Antonio 2013) in order to help the evaluator to capture, record and interpret the right signals that lead to the required skills.

Such *ad hoc* situations or contexts require an active participation of the people involved: examiner – examined (in the case of the interview), examiner(s) – group examined (in the case of the group interview). The contexts must be as realistic as possible if we want the role-playing group very effective. In the social sector large open methods are preferable (e.g. open questions, situations changed during the interview) as they give more space both examiner and examinee.

When we talk about the assessment of the skills of self-employment we cannot avoid the concepts of management and leadership. These two concepts have in common taking larger responsibilities concerning management of resources (implicit or explicit responsibility of the professional, organizational, social and ethical level), operating in networks and open systems,

having a certain degree of visibility within a group or organization and are continually the subject of observation and evaluation. When it comes to self-employment it is more meaningful to speak about management, auto-management, managing of “organizational and organized personality”.

TYPICAL FUNCTIONS OF A MANAGER ARE:

- Planning
- Organizing
- Managing
- Controlling

The **responsibilities** of a manager are: knowing how to handle the power and position / knowing how to stay within the boundaries of their own role and competences / having the courage in pursuing the actions and solving problems / knowing how to handle conflicts between members or with members of the group / surpassing the obstacles with good management of emotions / knowing to manage and regulate the anxiety / managing the unexpected / acting on objectives and goal setting / operating the teams / monitoring and supervising the activities etc.

The manager may not be the leader of the group, but that does not mean that he/she assumes less importance. The manager has a maximum relationship of interdependence with maximum group members and the group.

Most of the traditional methods for the selection of individuals are weak because they do not show the real subjective characteristics of the candidates. It then becomes necessary to apply a more specific assessment methodology and *ad hoc* situations involving the use of the three major groups of methods (interviews and individual interviews / group methods / test questionnaires and projective techniques) combined put in specific context of the selection. In this case the factor of observation and evaluation becomes extremely important.

VI.2 Results of the methodologies that can be used in targeted areas in Slovenia, Italy and Hungary for the purpose of the project

Slovenian and Hungarian partners chose for the most appropriate methodology interview, methods of group and tests/questionnaires; the Italian added the methodology that takes into consideration the perspective of identity and gender differences equality and equal opportunity / assessment of stereotypes and prejudice in the world of work.

VI.2.1 Tools for the interview

The Slovene partner chose STRUCTURED INTERVIEW (with pre-determined questions), HALF-STRUCTURED INTERVIEW (some questions are predetermined and other improvised depending on the development of the interview, at the discretion of the evaluator) and NOT STRUCTURED INTERVIEW (the questions are chosen ad hoc during the course of the interview at the discretion of the evaluator).

The Italian partner chose HALF-STRUCTURED INTERVIEW (some questions are predetermined and other improvised depending on the development of the interview, at the discretion of the evaluator), IN-BASKET (the candidate's individual simulation of a business case relating to the specific skills to evaluate "what would you do if ...") and FEEDBACK INTERVIEW (after simulation roleplaying individual or group, the candidate is interviewed to discuss the results of just conduct activity).

The Hungarian partner chose STRUCTURED INTERVIEW (with pre-determined questions), HALF-STRUCTURED INTERVIEW (some questions are predetermined and other improvised depending on the development of the interview, at the discretion of the evaluator) and IN-BASKET (the candidate's individual simulation of a business case relating to the specific skills to evaluate "what would you do if ...").

VI.2.2 Tools for methods of groups

The Slovene partner chose ROLE-PLAYING (simulation of real situations with predefined roles) and EXERCISES OF GROUP (allows you to put in place processes of decision made at minimal risk and calculated in a default setting).

The Italian partner chose ROLE-PLAYING (simulation of real situations with predefined roles) and FEEDBACK INTERVIEW (after simulation roleplaying individual or group, the candidate is interviewed to discuss the results of just conduct activity).

The Hungarian partner chose EXERCISES OF GROUP (allows you to put in place processes of decision made at minimal risk and calculated in a default setting).

VI.2.3 Tools for tests and questionnaires

The Italian partner chose QUESTIONNAIRES TO VALUE THE ASSERTIVENES whereas the Slovene and Hungarian partner chose other tools.

VI.2.4 Tools for equality and equal opportunity methodology

The Italian partner chose BRAIN-STORMING as a tool for equality and equal opportunity methodology.

VII Analysis of existing methodologies of competences of trainees for multifunctional farming within the participating countries

The analysis provides the recognition of the methodologies used in three different countries for the identification of the skills related to multifunctional farming (agronomic field and social issues). Each partner had to compile the table with formal and non-formal/informal education in the area of horticulture and social services.

VII.1 Slovenia

In Slovenia there is a so called National Vocational Qualifications (NVQ) – it is the same methodology for all professions. NVQ is working, vocational or professional qualification that is required to perform a certain level of complexity of the work and is prepared on the basis of national occupational standard. NVQ allows obtaining valid public documents of professional competence and is ranked in the national qualifications framework.

NVQ may be obtained in two ways:

1. By verification and validation of skills and knowledge acquired through non-formal learning: the exercise of the profession, through volunteering, leisure activities, participation in non-formal education programs, self-teaching, etc. National Vocational Qualifications obtained in this way are intended primarily for adults with work experience or exceptionally younger, who have passed the status of apprentice or student and have relevant work experience.
2. By completing a program of vocational or professional education.

In Slovenia there are instruments and procedures through which the skills are verified. The process of obtaining NVQ is generally divided into three sections:

1. The application of the candidate
2. Consulting and assembly aggregated folder (certificates, proof, reference letters, articles, awards ...)
3. Verification and validation of NVQ

Consultants who are educated at the national level, leading the process and, together with the candidates prepare the portfolio, the National Commission could decide on the appropriateness of skills and obtaining a certificate. There is the skills portfolio. The task of the consultant is to inform the applicant of the process of verification and validation, looking along with it opportunities for candidates personal development and to overcome existing barriers. At the initial interview, the candidate consultant gives information about the opportunities offered by a provider of verification and validation, to describe the specific professional qualifications and describe the path to verification and validation. In this consultant provides support for a candidate in selecting appropriate evidence or finding additional opportunities for training and mentoring, which mainly covers specific guidance in selecting the level and scope of the verification and validation, in the search for evidence and determining their relevance, the candidate prepares a summary folder / personal portfolio.

The whole process of counselling must be based on the autonomy of the individual who is thinking about their experiences and consultant assisted in the formulation, presentation of these experiences in a way that it will be possible to evaluate these experiences.

The certification of skills is on a national level.

VII.2 Italy

In Italy there are proven methods to identify the skills in the area of horticulture as well as social services in formal education. In both cases the methodology is based on the decision of Friuli-Venezia Giulia Region. These methodologies are all open source.

In all cases there are there instruments and procedures through which the skills are verified – especially as oral and practical test. The subject who assessed, tested and validated these methodologies is the commission within the training project. The skills acquired in the Shortened Basic Qualification are formalized by examination commission.

VII.3 Hungary

In Hungary there are no proven methods to identify the skills in the area of horticulture or social services neither in formal or informal education. However, there exist the portfolio of skills for the programs of horticulture and social services. In all cases the certification of skills is recognized on a national level. For the formal education the certification is based on previous formal learning (school) certificate and health certificate from doctor, according to Government Decree; for the informal education in the area of horticulture the certification is based on the education institutions, based on the Agricultural Minister Decree.

VIII Description of baselines for effective implementation of training programmes for social agriculture in the region

VIII.1 Aim of the preparation of baselines

In analysis of the existing practices of multifunctional farming and measures for promotion of these practices into actions of local and regional development in participating countries we have found out several characteristics/elements that should be taken into consideration at promotion of development of self – help group (entrepreneurship) in the area of multifunctional farming.

Aim of this chapter is:

- To present elements/issues which have to be considered at developing programmes.
- To present elements that should be taken into consideration at development of self-help group.
- To introduce measures for promoting social farming in the school system and in region.
- To make link/s of each element to corresponding results of the GROW analysis.

VIII.2 Elements that should be taken into consideration at development of self-help group (entrepreneurship) in the area of multifunctional farming

Elements that should be taken into consideration at development of multifunctional farming and self-help group (as a tool for promotion of self-employment and entrepreneurship) are described in continuation.

a) Practices of multifunctional farming and measures for promotion of these practises into actions of local and regional development

Characteristics of horticultural production in municipality/region: if someone wants to promote agriculture in certain area have to be aware of its essential characteristics. Some of most important characteristics are included in our study and can be found in chapters from III.1 to III.5:

- Main fields of agricultural production in the region and additional production/services that could be offered
- Types of production/services
- Characteristics of organizations who are dealing with agricultural production: size and type of organizations
- Quality requirements in the area of agriculture
- Future plans for the next 3 years

Size of producers differs among participating countries. Main reason for this is probably in degree of fragmentation of the ownership structure of agricultural land in each country. Type/form of organization of agricultural producers also differs among countries. This is most probably due to different legislation and practises at using legal forms of the companies among countries.

Main types of agricultural production depend mainly upon climate characteristics and also upon local/national demand. Among additional services of agricultural producers in all countries is

processing and sale of plant products; agricultural producers in all countries are becoming more and more aware on importance of diversification of products and higher degree of processing.

Organic farming is becoming more and more important in all countries; there are probably many reasons for this, among most important are probably greater awareness of customers and the need to preserve the environment. Most of producers are interested to develop and experience ethical and alternative ways of production.

The need for quality certification of products is evident in all countries; for locally produced products the quality certifications represent an added value for customers.

Producers in all three countries have optimistic plans for the future - they intend to grow. Main reason for their optimism is increase in demand in last years.

Supporting environment for (social) agriculture in the region/municipality: in order to identify elements of supporting environment for development of social economy/agriculture in participating countries, we have analysed following issues:

- Sales channels that are on disposal for local producers
- Enterprise network
- Enterprise social and civil liability
- Possibility of voluntary work and working integration of vulnerable target groups
- Local, regional and national measures for promotion of (social) agriculture (possibilities for financial support, measures for employment of vulnerable target groups...

These elements are analysed with respect to participating countries in chapter III.1.6., III.1.7., III.1.9 and III.1.10. Producers from different countries are using different sales channels; this is related to the degree of development of the sales network in each country (i.e. wholesale intermediaries, purchase cooperatives, marketplace..). Most of producers (except in Hungary) are interested in becoming a supplier for public canteens.

Local producers in all three countries most often collaborate with enterprises which operate in the same branch; obviously there is still a lot to do in order to promote collaboration among different organizations and sectors.

Producers in all countries often offer help to other organizations or individuals in the form of own work, material or equipment, as sponsorship or with employment of people in need. Most of them in all three countries would be willing to receive young and disadvantaged people.

Financial support in Goriška region (SLO) and in Tolna county (HUN) is coming mainly from EU found and state funds, while in the Province of Trieste (ITA) all of the financial support comes from regional funds.

b) Analysis of measures of supporting environment for social farming in participating countries

In analysis of existing practices of multifunctional farming in each participating country we have reviewed also measures for development of multifunctional farming on local, regional and national level.

In Italy specific measures/laws for development of social agriculture are foreseen. Among most important are the following ones:

- National Law about social farming 18.08. 2015. The law regulates working inclusion and employment of disadvantaged, very disadvantaged and disabled people, implementation of service and social activities for local communities through the use of tangible and intangible resources of agriculture, implementation of generic and therapeutic services that accompany and support traditional medicine therapies (aimed at improving social, emotional and cognitive health of the people) and environmental and biodiversity preservation projects and the dissemination of knowledge of the territory.
- FVG Regional Law about social farming. The Law is in the phase of acceptance; the text will basically match the national law and it will be then presented to the Regional Council for legislative approval in the next months.

Although in Slovenia and Hungary there are no special regulations in the area of social agriculture, we have identified some other measures that can be used for promotion of it. Examples of measures, which can be used in all countries, are the following:

- Purchase of equipment and quality assurance (i.e. financial support for procurement of equipment for production and processing of local agricultural products);
- Incentives for networking on local level in order to promote small retail chains (also as employment opportunities for people with disabilities), networking of farms with universities and research centres...
- Marketing and sales (i.e. financial support for development of local trademarks in order to promote locally produced agricultural products and their benefits, funds for promotion of diversification of sales channels in order to promote consumption of local products.
- New services on farms and other agricultural companies (i.e. subsidies for development of services for disabled on farms and other agricultural companies...);
- Counselling, education and training (i.e. grants for provision of counselling, education and training and for organization of events for exchanging knowledge among farmers...);

c) Review of existing programs for training different target groups for multifunctional farming in participating countries

In chapter IV we have analysed training courses and school programmes for multifunctional farming in participating countries.

All analysed training courses are on vocational or secondary level. In Italy and Hungary the analysed courses have a certified professional figure (e.g. agri-environmental operator, farmer, medicinal and aromatic plants producer) however the Slovenian analysed course does not. All the courses require planning under the catalogue of skills. Mostly a practical test in classroom/laboratory or an interview is used. In Italy and Hungary a combination of both, in Slovenia just a practical test is required. In non-formal context however in Slovenia the interview is used for specific recognition of skills.

We have also analysed school programmes. In all three countries a horticulture school program has been chosen for the need of the analysis. In Slovenia and Italy were analysed the school programmes for Gardener and Agriculturalist, while in Hungary was analysed programme for Horticultural Engineer Assistant and programme for Horticultural Engineer. All the courses require certification of skills. In all countries a practical test in classroom/laboratory is used; in Italy and Hungary in combination with an interview. In Slovenia you get a three year qualification, in Italy five-year secondary school diploma, in Hungary bachelor degree for 7th level and two-year qualification for 6th level. The duration of the program in Slovenia is to 3 years, in Italy 5 years, in Hungary 2 years for lower level and 3 more years for the higher one. The program is dedicated to

young people under 25 years old in Hungary and Italy, in Slovenia however it is dedicated to a mixed aged population.

The training typology is a combination of group and individual work in Slovenia and Italy, in Hungary is focused mostly on group work. In Slovenia and Hungary the training methodology is mostly theoretical – in classroom and laboratory (or in the case of Hungary experimental farm), in Italy the methodology is based on the stage – on the job training and with the presence of the mentor. In Slovenia and Hungary students need pre-qualification in terms of primary school (Slovenia) and secondary school (Hungary). In Italy no pre-qualification of needed.

d) Assessment of appropriate methodology for identification of motivation and competences of individual trainee for participating in self - help group

In chapter V were analysed methodologies that are used in participating countries for identification of competences of single trainee to participate in self – help group. Slovenian and Hungarian partners chose interview as the most appropriate methodology and tests/questionnaires for group or individual testing; the Italian added the methodology that takes into consideration the perspective of identity, gender differences and assessment of equal opportunity.

e) Identification of methodology for analysis of competences of trainees for multifunctional farming

In chapter VI we analysed which methodologies are used in each participating country for identification of competences of single trainee for carrying out different horticultural task.

In Slovenia there are instruments and procedures through which the skills are verified. The process of obtaining NVQ is generally divided into three sections:

1. The application of the candidate
2. Consulting and assembly aggregated folder (certificates, proof, reference letters, articles, awards ...)
3. Verification and validation of NVQ

In Italy there are proven methods to identify the skills in the area of horticulture as well as social services in formal education. In both cases the methodology is based on the decision of Friuli-Venezia Giulia Region. These methodologies are all open source.

In all cases there are there instruments and procedures through which the skills are verified – especially as oral and practical test. The subject who assessed, tested and validated these methodologies is the commission within the training project.

In Hungary there are no proven methods to identify the skills in the area of horticulture or social services neither in formal or informal education. However, there exist the portfolio of skills for the programs of horticulture and social services. In all cases the certification of skills is recognized on a national level.

f) Analysis of measures of integration of non-formal programs of multifunctional farming into VET

In chapter IV we analysed possibilities for integration of non-formal programmes in the area of multifunctional farming into regular school curriculum in participating countries. In Slovenia we have identified the following options:

- Open curriculum: in the curriculum can be included 20% of the contents by own choice with respect to local market needs or local importance.
- Project weeks and project work: individual contents may be included in the education system in the form of project weeks and project work.
- Compulsory optional subjects: in some school programs are allowed optional subjects with respect to the determined number of hours. This can be partly completed with specific works/subjects out of school.

In Hungary and Italy all of the programmes, which are carried out in formal educational system, should be verified according to national laws. In this case the non - formal programme can be implemented as a part of other educational programme (i.e. special content, training method) or on a market basis, as profit oriented. In this case participants should pay the training by themselves, what can represent an obstacle for people without a regular income.

VIII.3 Description of good practise(s) in each project area and limitation of use/implementation

a) Measures for integration into school system

In point VII.2 there are described options for integration of into school system in Slovenia. We must take into account that these options should have legal basis in relevant laws the area of education.

b) Measures for integration into actions of local / regional development

In Italy, in the Friuli Venezia Giulia Region, specific regional legislation framework exist which encourages the development of social farming. The framework consists of:

- The “Reform Act of interventions and social services in the Region FVG” which states that in the planning and design of interventions and social services are involved not only public services but also non-profit organizations, the citizens and their organizations;
- Legislation about educational farms which is extended to social farms.
- Regional Financial Law, which aims to promote innovative forms of intervention in the health and social welfare field. It supports study and testing activities to start and strengthen integrated actions for the development of social farms and to include disadvantaged people in the farms activities.
- FVG Regional Law about social farming, which is in the process of proceeding.
- National Law about social farming in Italy. Law aims to realize:
- working inclusion and employment of : disadvantaged, very disadvantaged and disabled people and working-age minors who are under rehabilitation projects and social support;
- service and social activities for local communities through the use of tangible and intangible resources of agriculture in order to promote and implement social inclusion and employment actions , recreational activities and useful services for everyday life;

- generic and therapeutic services that accompany and support traditional medicine therapies aimed at improving social, emotional and cognitive health of the stakeholders including through the use of farm animals and plant cultivation;
- environmental, food education, biodiversity preservation projects and the dissemination of knowledge of the territory through social farms;

Critical issues of social farming in Friuli Venezia Giulia Region:

- Risk of institutional interlocutor eclipse as a result of new organizational structures (reconfiguration of public health departments, extinction of provinces in Italy).
- Slowing the process for adopting the proposed regional law on social farming.
- Complexity related to the integration of social and health services.