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Weil's um Ihr Unternehmen geht.

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Innovative ways of collecting data to increase the farmers

23rd Pacioli-workshop

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Persönlich beraten,
österreichweit.



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Specific situation in Austria



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- **80% of the farmers are in less favored areas**
- **Only 1/3 of the farmers all full time farmers**
- **For tax reasons nearly 90% of the farmers don't have a book keeping system**
- **Most of the farmers have no information concerning their income situation**
- **Minister of Agriculture and Environment: yearly report to the parliament about the farmers income**



National FADN is an important information tool

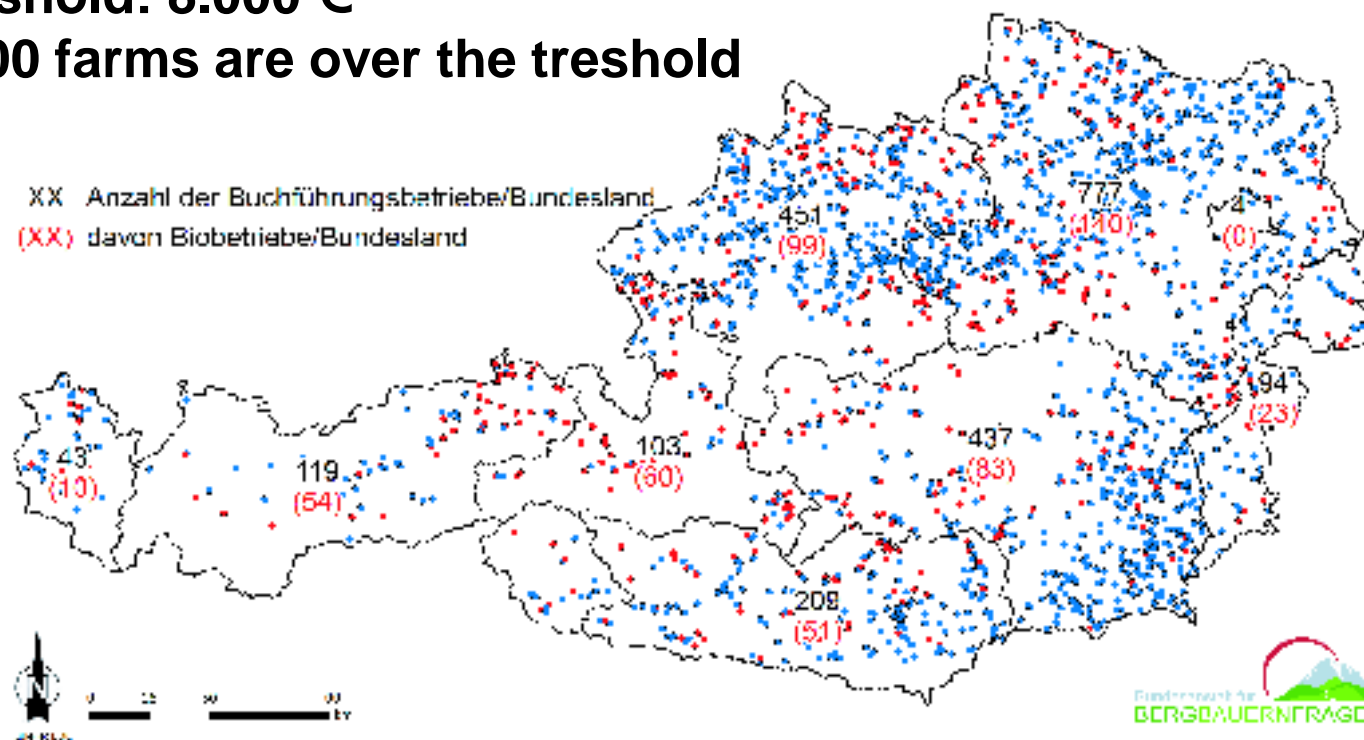
Distribution of all FADN farms



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- FADN sample: 2.200 farms
- Threshold: 8.000 €
- 97.000 farms are over the threshold

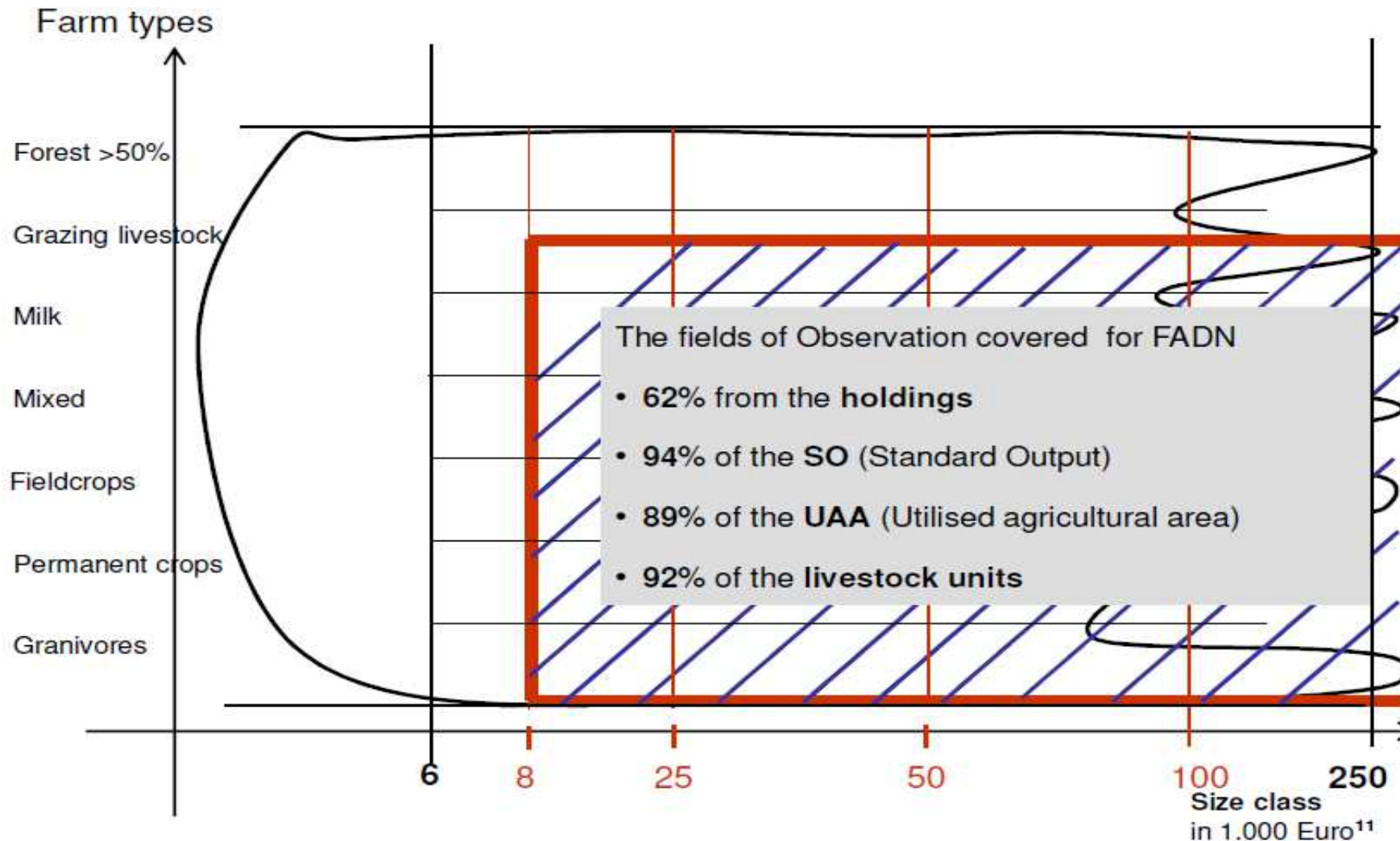


Selection Plan for the FADN



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Farm recruitment



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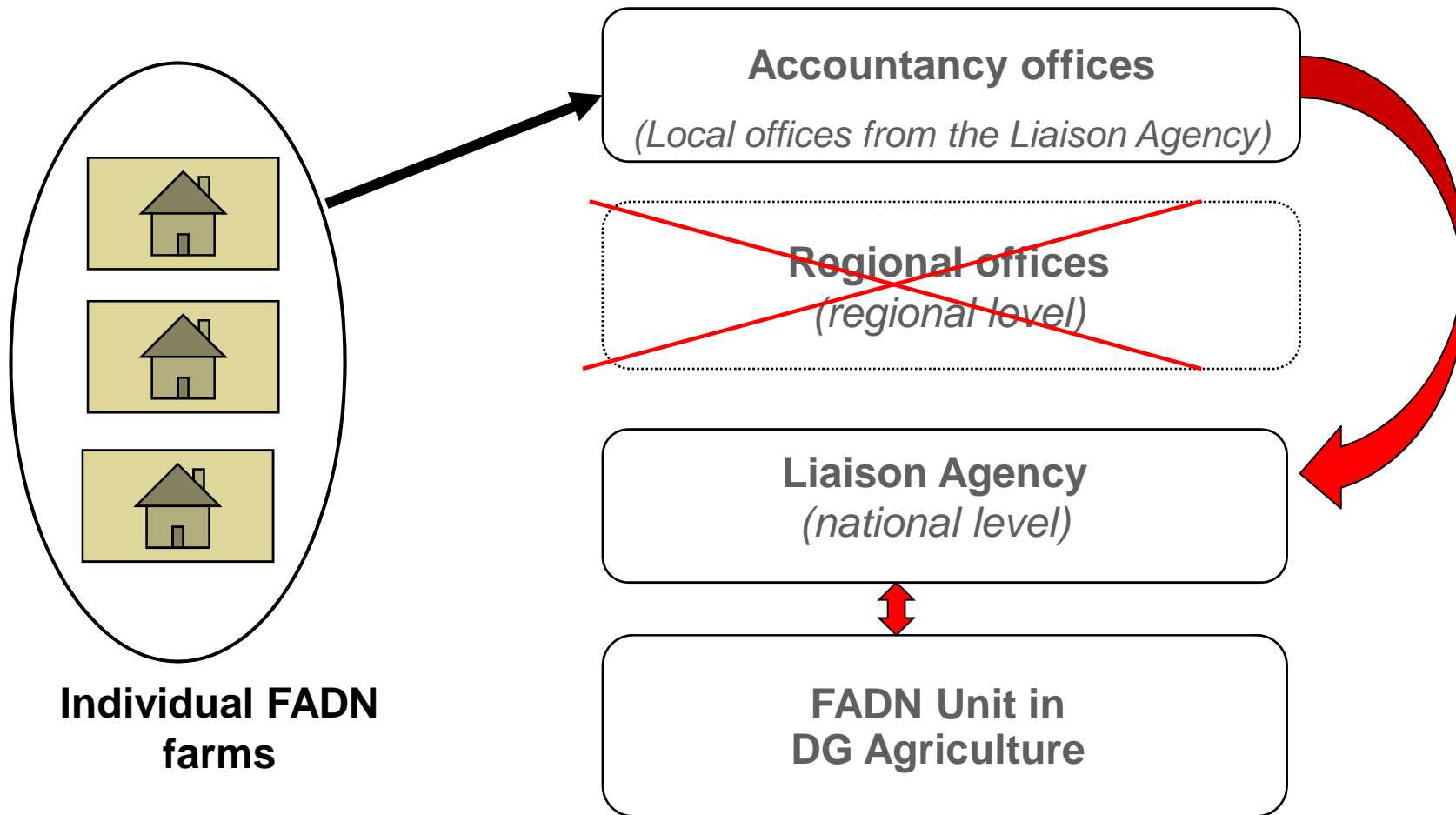
- **Annual data check: comparison between actual and target data related to the selection plan**
- **Tests on basis of IACS data**
- **Recruitment of farms with support of the Chamber of Agriculture**
- **Around 5 – 8 percent of the farms are annually replaced**
- **Some farms are more than since 50 years in the FADN sample**
- **New farms: usually 3 visits per year**

Organization of the data collection



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National structure (Liaison Agency)

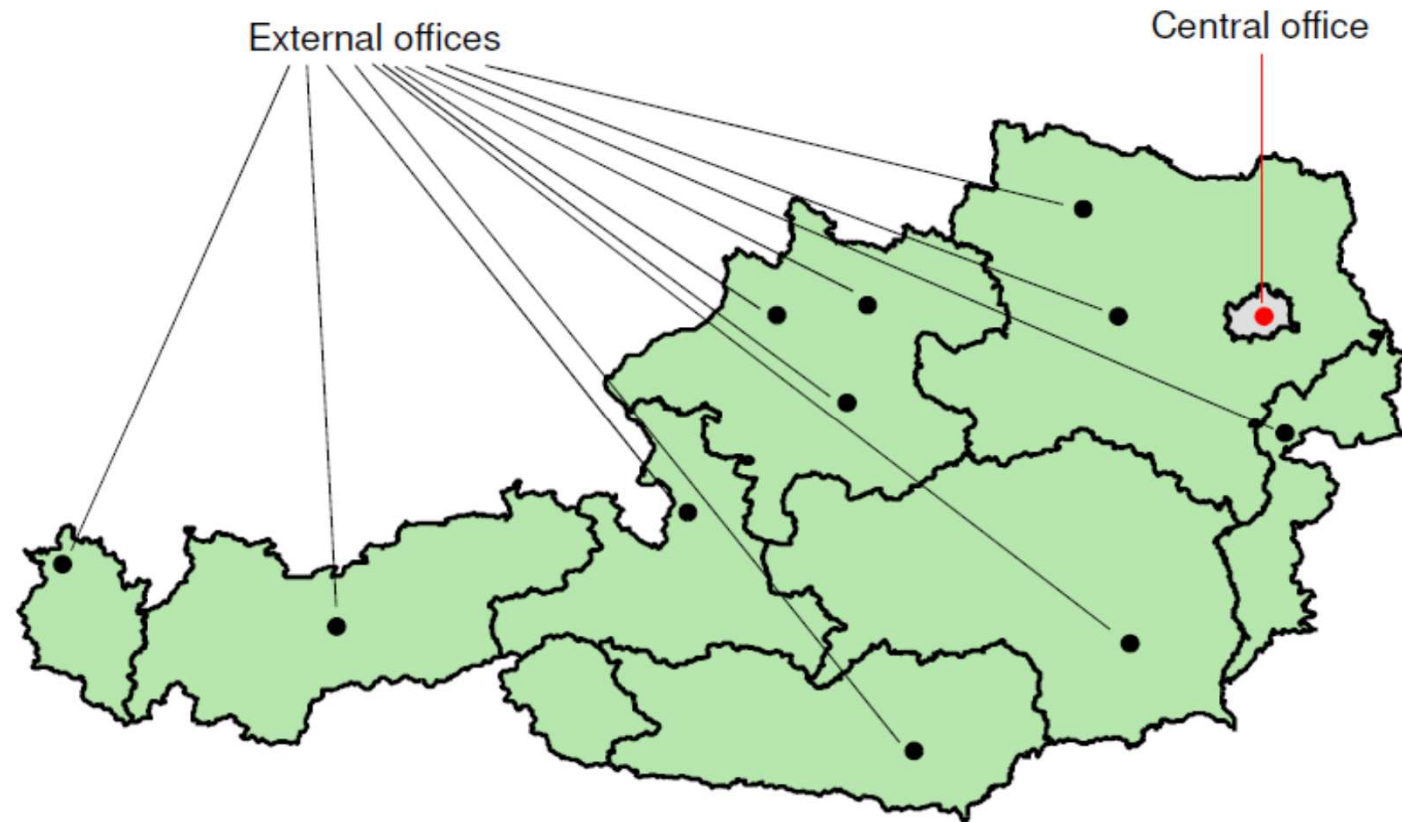


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Data:

- Collection
- Validation
- Analysis



Collected data for the national FADN



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- Data refer to the agricultural activities of the holding
- Data refer to the other gainful activities (OGA)
- Off farm income and working time
- Private consumption

 analysis of agricultural income and household income

 100 farms per full time accountant

Austrian IT-system



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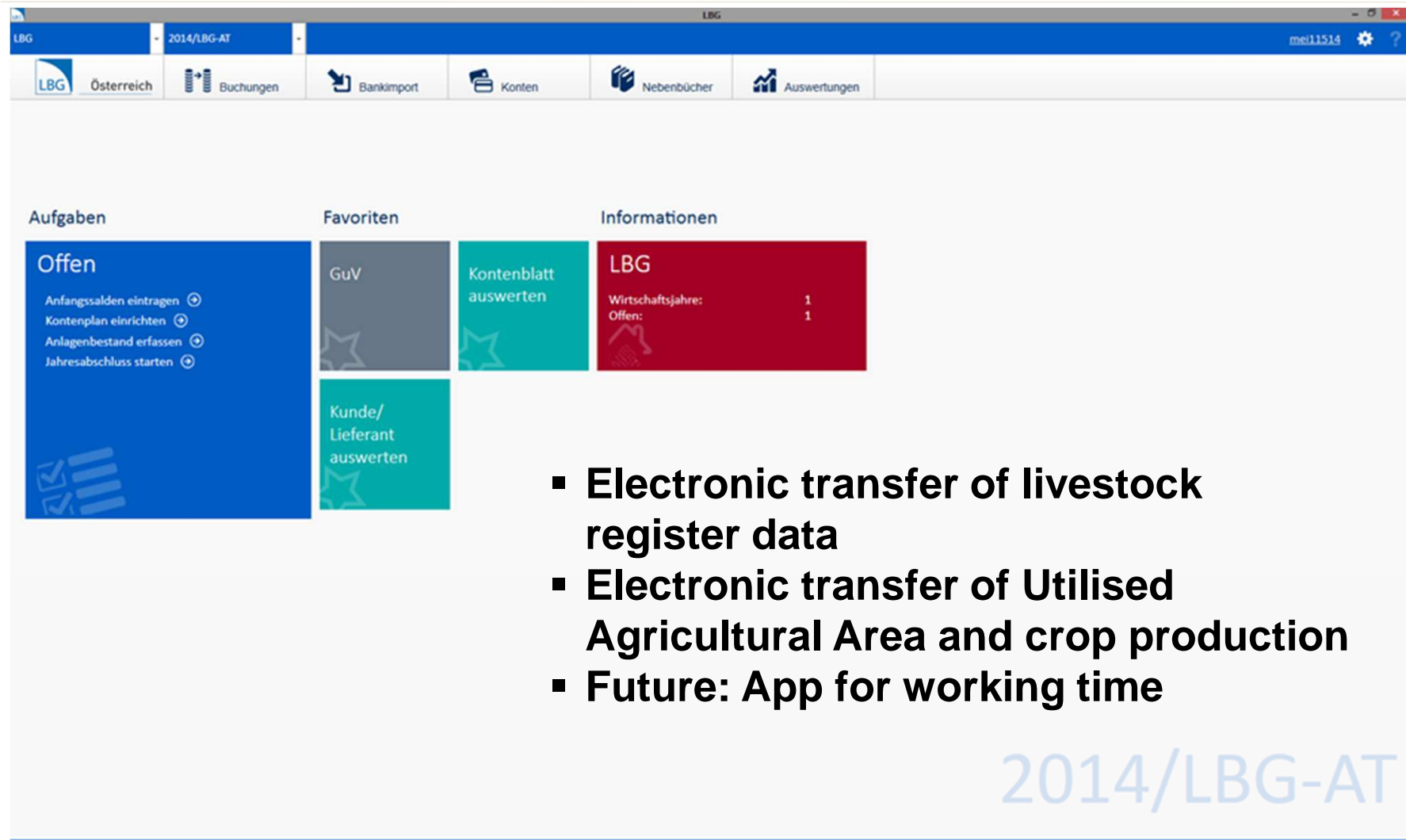
- **90% of the farmers are using IT applications for the data collection**
- **Specific developed software for the farmers (free of charge)**
- **Basic of the computer program: SQL; C++**
- **Control program with plausibility check for national and international aims (data validation)**
- **About 6.000 tests which start at local level by the advisors**
- **Requests for information from and to the European Commission – on national level is access to all FADN farms**

User friendly software for the farmers



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- Electronic transfer of livestock register data
- Electronic transfer of Utilised Agricultural Area and crop production
- Future: App for working time

User friendly software for the farmers



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4 Importregeln
4 aktiv

2014

Importregel erstellen

Importregeln auf Buchungen anwenden

Drucken

Exportieren

Importregel bearbeiten

Bezeichnung: Handy Papa

Konto: 73830 Mobiltelefon

Steuersatz: 20

Erkennungszeichenfolge im Buchungstext: Handy_Papa_A1

Text für Verbuchung: Handy_Papa_A1

Löschen Deaktivieren Speichern Abbrechen

Aktiv	Bezeichnung	Erkennungszeichenfo...	Text für Verbuchung	Konto	Steu...	
✓	Tanken	Hofer_Tanken	Hofer_Tanken	73220 Betriebsstoffverb...	20	
✓	Lebensmittel	Lebensmittel_Hofer	Lebensmittel_Hofer	96001 Verpflegung im...	0	
✓	Stromgebühr	EVN	EVN	72300 Strom	20	
✓	Handy Papa	Handy_Papa_A1	Handy_Papa_A1	73830 Mobiltelefon	20	

- Electronic transfer of bank data
- Next year: Electronic transfer of cash payment

Feedback reports for farmers



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Feedback report with development over years

- Make discussion more specific
- Increases understanding of economic performance

Benchmark report with a group of similar farms

- Makes differences explicit
- Helps to discuss and find ways to improve performance



Common Workshops

Conclusions




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Innovative ways of data collection to increase the farmers and keep them as long as possible in FADN:

- **Modern and user friendly IT-Software**
- **Good educated advisers and at least one visit per year (business confidence)**
- **Fee for farmers (110 € per year)**
- **Feedback reports for farmers**

 **Benefits**