

## REPORT ON REGIONAL MEETING IN WESTERN STARA PLANINA

### LEARNING AREA, BULGARIA

**9 November 2018**

The HNV Link regional meeting in Western Stara Planina Learning area was held on 9 November 2018 at Todorini Kukli complex, Spanchevtzi village, municipality of Varshetz.

The meeting was focused on sharing the lessons learnt and the accumulated ideas from the cross-visits to Romania, Greece and Sweden and defining the possible approaches for implementing the HNV innovations in Western Stara Planina.

The meeting was also used for sharing the experience about the HNV Link innovations in Western Stara Planina with representatives of NGOs, farmers' associations, research bodies and projects outside WSP Learning area, supporting the conservation and maintenance of HNV farming systems.

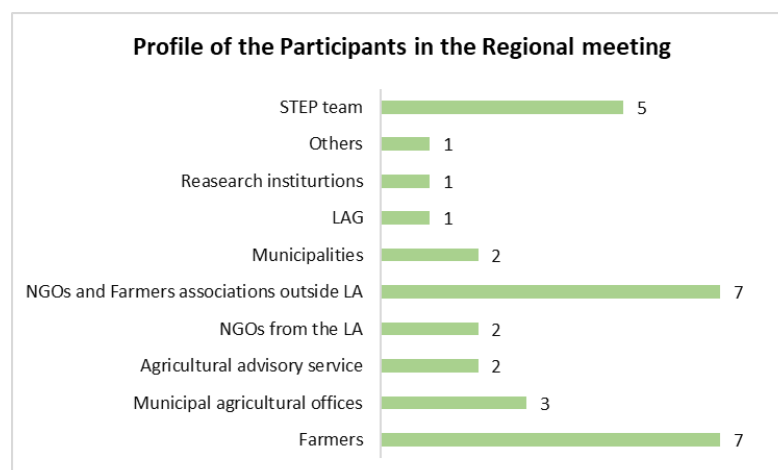
Before the meeting the project team, the National Agricultural Advisory Service experts, and the University of National and World Economy published 20 brochures and short movies presenting HNVF innovations from the 10 Learning areas of the project. The brochures are published on STEP website at <http://www.step-bg.bg/bg/brochuresHNVLink> and on the National Agricultural Advisory Service website at: <https://www.naas.government.bg/bg/57/4040>.

#### Agenda:

10.45 - 11.00	Registration and coffee	
11.00 -11.20	Welcome and setting up objectives of the meeting	Mariya Yunakova - STEP Participants
	Introducing the participants, the moderators and the agenda of the day	
11.20 – 12.00	Presentation of the HNV innovations visited during the cross visit in Greece and Romania LAs. Lessons learnt in the cross visits.	Vyara Stefanova - STEP
12.00 – 12.30	Lessons learnt and HNV innovations from the cross- visit in Sweden LA	Pavlin Antonov - farmer
12.30 – 13.30	Discussion on the possible approaches for implementation of the HNV innovations in Western Stara Planina. Sharing the views and the opinions of the participants in the cross-visits	Moderator: Yanka Kazakova - STEP Participants in the cross visits
13.30 – 14.30	Lunch	
14.30 – 15.00	Short videos for HNV innovations	
15.00 -15.45	Discussion : Lack of working force – approaches for solving the problem	Moderator: Business centre „Gotze Delchev“ - NEI
15.45	Wrap up and next steps End of meeting	Yanka Kazakova - STEP



**Participants:** The meeting was attended by 31 participants (including STEP team) – farmers, representatives of regional and national agricultural and environmental services and authorities, National agricultural and advisory service experts, NGOs, participants in the study tours, Local action group representatives, project team (Annex 1.)



**Graph 1. Profile of the participants in WSP regional meeting (numbers)**



**Pictures 1 and 2. Participants in the regional meeting**

#### **Presentations and discussions:**

The first presentation was focused on the lessons learnt from the cross visit in Thessaly, Greece and Tarnava mare, Romania.

According to the participants in the cross visit the following HNVF innovations from Thessaly, Greece, can be replicated in Western Stara planina and can help the achievement of the HNV vision:

- ✓ The goat farm and GPS tracking and monitoring system for sheep and goats, the organic cheese produced in the dairy on the farm and the link with the touristic activities;
- ✓ The creation of the Local brand “Terra Tessalia” and its promotion. Cooperation between farmers for meeting the customers’ interest;
- ✓ The farm for finishing calves adapted to the Bulgarian situation;



- ✓ The use of the diaspora for marketing and adding values to the products from the region. Since Western Stara Planina Learning area is also suffering from migration and depopulation of the area the approach of creating a local brand from the region could be interesting for the WSP diaspora in the big cities in Bulgaria.

The following HNVF innovations from the cross visit in Tarnava mare, Romania could be implemented in Western Stara Planina and could lead to the achievement of the HNV vision of WSP

- ✓ The community enterprise for fruits and vegetable processing „SES Fruleco “, because everyone can use it, and it guarantees the quality of processed products. It helps to generate fast income and strengthens the relations between the producers and the customers. The products are certified as products from HNV farmland;
- ✓ The Green infrastructure sheepfold with solar panels that improve the living conditions of the shepherds (light, hot water, charging of mobile phones) and helps them to meet the food safety requirements;
- ✓ The cooperation between farmers, especially between the small farms and the farmers' association;
- ✓ The common milk collection point and the common negotiations of the milk price.



**Pictures 3 and 4. Discussion of the HNVF innovations visited in Greece and Romania**

After the presentation of the lessons learnt from the cross visits in Greece and Romania, Pavlin Antonov – farmer from Godech municipality shared his experience from the cross visit in Sweden Learning area.

The most impressive and useful ideas shared by Pavlin were:

- ✓ The role and the activities of the HNVF advisors - the trust of the farmers for the advices;
- ✓ The payment for the electric fences by the state;
- ✓ The automated farm for 120 cows;
- ✓ The overall attitude of the farmers – they do not complain and they do not have problems with the CAP support payments;
- ✓ The parcel use of the grasslands for 3-days (4 rotations);
- ✓ The use of the sheep wool and leather.



**Pictures 5 and 6. Pavlin Antonov sharing his ideas from the cross visit in Sweden**

The presentations were very short and aimed to provoke a discussion and generation of ideas for joint actions in a follow-up period. The following ideas were gathered in the discussion for a follow up actions that can help achieving the HNV vision in WSP.

- ✓ To focus on the HNVF innovations for developing viable farms up to 60 ha;
- ✓ To organise demonstration of the HNV farming practices plus tasting of the local food HNV products thus promoting HNV products and practices;
- ✓ To facilitate /support the communication between HNV farmers and advisors;
- ✓ To organise cross-visit between the different HNV regions in Bulgaria and to support the networking between HNV farmers; several farms can be visited in 1 day (2 hours per farm are more than enough);
- ✓ To explore the possibilities for the use of the lamb leather;
- ✓ To explore the possibility of organizing school groups visits to HNV farms – one-day visits to HNV farms.

The regional meeting was also used as a platform for exchanging ideas and networking with stakeholders directly or indirectly working for the conservation of HNV areas in Bulgaria. Two EU funded projects that can be useful for HNV farmers and stakeholders were presented:

- ✓ LIFE16 NAT/BG/000856 Invasive alien free habitats – a project supporting the maintenance and conservation of three of the most valuable and threatened habitat types in Bulgaria and Europe as a whole: Habitat 9560\* Endemic forests with *Juniperus* spp.; Habitat 9180\* *Tilio-Acerion* forests of slopes, screes and ravines; Habitat 6510 Lowland hay meadows.
- ✓ NEWBIE Horizon 2020 network: New Entrant netWork: Business models for Innovation, entrepreneurship and resilience in European agriculture aiming to will facilitate the development and dissemination of new business models, including new entry models, to the full range of new entrants – from successors to complete newcomers to the agricultural sector.

### **Conclusions and next steps:**

The participants in the regional meeting agreed on the following actions for reaching the HNV vision for the region:

- ✓ **Social and institutional:**



- Develop a long-term project and look for funding for strengthening the cooperation between the different HNV stakeholders: local community, farmers, municipalities, regional authorities, etc., for supporting the development of HNV farming in WSP. It is also very important to try to attract the diaspora from the big cities in the process
- Continue with organization of targeted and thematic workshops with participation of all stakeholders for knowledge transfer and constructive dialogue between different actors for adaptation of the existing legislation to the regional needs of the HNV farmers and promotion of innovative solutions;
- Support the process of establishing of EIP HNV operational group, if the rural development programme opens the respective RDP measure;
- Use all the existing networks to raise public awareness and changing the current perception for the HNV farmers and their live.

✓ **Farm techniques and management:**

- Organise farm to farm visits and demonstration of HNV farming practices, including promotion of rotational grazing and electric fences for sheep and goats and tasting of the local food HNV products thus promoting HNV products and practices;
- Organise cross-visit between the different HNV regions in Bulgaria and to support the networking between HNV farmers; several farms can be visited in 1 day (2 hours per farm are more than enough);
- To facilitate /support the communication between HNV farmers and HNV advisors;

✓ **Policy and regulation:**

- Continue working for adaptation of the rules of Pillar 1 support schemes to the regional needs of the HNV farmer's eligibility rules for HNV farmers, support targeted to the real HNV farmers, criteria tailored to the needs of HNV farmers: duration of the contracts for the use of municipal grasslands, criteria for the coupled support schemes, etc.
- Discuss with the regional and national Food safety agency representatives the possibilities for establishment of community processing marketing scheme and propose the necessary adaptation of the existing legal framework (Romanian SES Fruleco example)
- Discuss with RDP Managing authority the possibility to include solar panels for summer sheepfolds in RDP measure 4.4. Non-productive investments or explore the possibilities the electric fences to be paid by state for the HNV grasslands (Swedish experience).

**Local media press releases:**

In addition to STEP website and Facebook page the press release for the local media was published in Varshetz social media and newspaper on the following links:

<https://www.facebook.com/groups/150963898600561/permalink/756955651334713/>

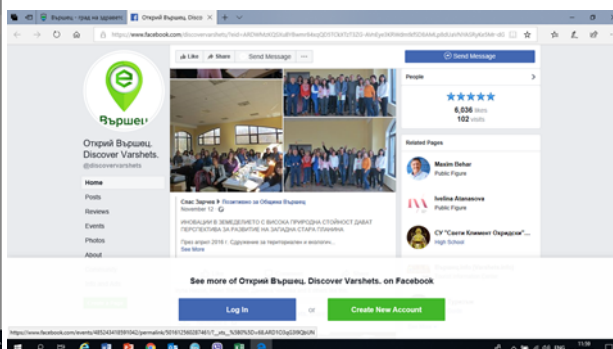
<http://www.varshets.bg/index.php?option=news&range=news&id=1047>

<http://www.varshets.bg/>

<https://www.facebook.com/discovervarshets/?eid=ARDWMzKQsXuBYBwmr84xqQD5TCkXTzT3ZG-AVnEye3KRWdmtkfSD8AMLp8dUaVNYASRyKe5Mr-dGuSot>







**Pictures 7 and 8. Press releases in the social media**

Information for the regional meeting and the brochures are also available at the National Agricultural advisory service website at:

<https://www.naas.government.bg/bg/%D0%9D%D0%BE%D0%B2%D0%B8%D0%BD%D0%B8/4039>

<https://www.naas.government.bg/bg/57/4040>



## Annex 1

### List of participants in the regional meeting Cross-visits participation list from Bulgaria

No.	Name and surname	Organisation	Email address
1	Dimitrina Boteva	NGO „Information and nature protection”	bd@ecologybg.com
2	Dimitrina Zarkova	Chiprovtsi municipality	di60z@abv.bg
3	Tatiana Petrova	NGO „Local initiative for Varshets”	Tania.petrova4@gmail.com
4	Anton Mitov	Vatshets	
5	Iva Georgieva Haramliyska – Tsenkova	STEP	haramli@abv.bg
6	Latinka Saltirova Simova	LAG “Berkovitsa-Godech”	lati_s@abv.bg
7	Mariya Marinova Yunakova	HNVLink; STEP	myunakova@gmail.com
8	Borislav Borisov	Farmer, Godech municipality	
9	Miroslava Dikova Zervoudakis	NGO „Food from the mountain”	miroslavadikova@yahoo.com
10	Hristo Boyadjiev	Farmer, Godech municipality	
11	Natasha Zarankova	Business incubator “Gotse Delchev”	Bi_gd@abv.bg
12	Toma Machev	Business incubator “Gotse Delchev”	T_machev@abv.bg
13	Snejana Djugdanova	Business incubator “Gotse Delchev”	Bi_gd@abv.bg
14	Diyana Ivanova	Farmer, Chiprovtsi municipality	d.aleksandrova_05@abv.bg
15	Silviya Nikolova	Municipal agricultural office, Varshets	silvetobs@abv.bg
16	Dimitar Nikolov	Municipal agricultural office, Berkovitsa	Barselona3@abv.bg
17	Ivaila Slavcheva	Farmer, Chiprovtsi municipality	lvaila.slavcheva@abv.bg
18	Biser Kostov	Municipal agricultural office, Chiprovtsi	Kipra_koo@abv.bg
19	Albena Ilieva	Farmer, artisan food producer, Chiprovtsi municipality	benilaf@abv.bg
20	Dimitav Vanev	National Agricultural Advisory Service	vanev@naas.government.bg



21	Gergana Borisova	National Agricultural Advisory Service	gergana@naas.government.bg
22	Yanka Kazakova	STEP	Yanka.kazakova@gmail.com
23	Evdokiya Georgieva	STEP	Evdokia_vasileva@abv.bg
24	Magardich Hulian	National union of small family farmers and processors	magardich@gmail.com
25	Bojura Fidanska	Institute for agrarian economy	Bojura_fidanska@abv.bg
26	Pavlin Antonov	Farmer, Godech municipality	bgcattle@gmail.com
27	Emiliya Shusharova	Chitalishte L. Karavelov, Kurtovo Konare	Ema_sh@abv.bg
28	Zdravka Wildgoose	Chitalishte L. Karavelov, Kurtovo Konare	Zdravka.wildgoose@gmail.com
29	Nadya Todorova	Godech Municipality	Nadi_asi@mail.bg
30	Petyo Ivanov Krastev	Farmer/ Regional veterinary service	ovichip@abv.bg
31	Vyara Konstantinova Stefanova	STEP	v.stefanova65@gmail.com





## Annex 2

## Presentations in the Regional Meeting

## 1. Cross visits – innovations visited and lessons learnt




### Посещения за обмяна на опит – посетени иновации и научени уроци

Спанчевци  
9 ноември 2018г.

### Кои райони на знанието посетихме?

- Швеция 6-10 юни 2018 г. – 1 участник
- Гърция – 13 – 15 юни 2018 г. – 15 участника
- Румъния – 25 – 27 юни 2018 г. – 12 участника

В периода 4-7 юли бяхме посетени от заинтересовани страни от Района на знанието „Източните хълмове на Клуж“



Участници в посещенията	24 представители на:
STEP	4
Област	8
МПС	8
МЗС	1
НЦЗ МЗС БАН	8
Иновационен център	8

### Иновации за земеделие с ВПС, посетени в Гърция

- Териториален кластер „Терра Тесали“;
- Гаранционна система с участието на заинтересованите страни и GPS проследяваща система за кози в планински пасища;
- Козеферма, кравеферма, овцеферма и производител на мед и вино;
- Местната общност в Елинопиргос;
- Езерото Пластира и Център за екологично обучение.












### Кои иновации биха могли да се ползват в Западна Стара планина? (според участниците)

- Козе-фермата и най-вече GPS проследяването, био сиренето произведено в собствената мандра, и туризма, който е свързан с показването на отглеждане на козите;
- Създаване на местна марка, която да се рекламира. Създаване на кооперативи за подпомагане и стикване на действията при задоволяване на различни нужди на потребителите;
- GPS позиционирането и въвеждането на ГИС;
- Фермата за доотглеждане на телета за месо, съобразена с нашите условия;
- Използването на диаспората за маркетинг на продукти от района.

### Как бихме могли да приложим някои от иновациите?

- GPS проследяването и системата за наблюдение биха могли лесно да се приложат в България, но е възможно това да доведе до увеличаване на кражбите на животни от стадата;
- Сътрудничеството между фермери, преработватели, общини и други заинтересовани страни и местната общност е много важно за развитие на земеделието с ВПС на територията на Западна Стара планина. От особено значение е и привличането на диаспората в големите градове. За да се случи това е необходимо разработването и прилагането на дългосрочен проект, който да създаде необходимото доверие и сътрудничество между всички заинтересовани страни.

### Иновации за земеделие с ВПС, посетени в Румъния

- „SES FRULESCO“ – обществена схема за преработка и маркетинг (т.е. етикетирание) на плодове, зеленчуци и мед;
- Информационен център в Саскиз и възстановена работилница за традиционна керамика. Вискри;
- Инфраструктурен модел на кошара и обща паша на животните;
- Млехосъбирателен пункт и асоциация на животновъдите;
- Учебна ферма и училище Агофа.




















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### Кои иновации биха могли да се ползват в Западна Стара планина? (според участниците)

- Обществената схема за преработка и маркетинг „SES Frulesco, защото чрез него хората се улесняват и се гарантира качество на преработка на продукцията им. Може да се ползва от всеки в общността, генерира бързи приходи, заздравява връзките производител-купувач. Продуктите излизат със сертификат или марка за продукт от район с висока природна стойност и екологичен.
- Лятната кошара и слънчевите панели, които облекчават условията на живот на овчарите, получават светлина, топла вода, зареждат телефоните. Наличието на соларните панели би създавало условия за много добри практики в животновъдството с цел подобряване на условията за живот на фермата и подобряване на хигиената
- Кооперирането на фермерите, с цел подпомагане на малките стопанства. Асоциацията на млекопроизводителите
- Общ млекосъбирателен пункт и общи преговори за изкупни цени на млякото.

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### Как бихме могли да приложим някои от иновациите?

- За създаване на обществена схема за преработка и маркетинг трябва да се проведат дискусии на регионално и национално ниво с БАБХ и да се предложат промени в нормативната база. Необходимо е да се търси и финансиране за създаване и оборудване на цеха за преработка.
- По отношение на подвижните соларни панели за лятните кошари - да се предложат включването им като допустима инвестиция по мярка 4.4. "Непроизводствени инвестиции" и подмярка 4.4.2 Непроизводствени инвестиции по Тематичната подпрограма за развитие на малки стопанства от ПРСР

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Други идеи?



## 2. Discussion "Lack of working force in agriculture – how to overcome the problem?"



### Тема за дискуссионния кръг

#### Достъп до работна ръка:

- Предложена е от Националната консултативна група
- Проблеми и предизвикателства
- Търсене на иновативно решение чрез дискусии и обмен с партньорите по проекта



### Достъп до работна ръка във фермерството

#### Проблеми и предизвикателства

- Според членове на Националната консултативна група и статистиката 1,3 милиона българи работят сезонно във ферми на Западна Европа
- Българските ферми (земеделски производители) изпитват големи затруднения за наемане на работници:
  - Конкуренцията на западни ферми в заплащането
  - Непривлекателността на земеделския труд
  - Липсата на иновации и достъпът до иновации
  - Обезлюдяването на селските райони
  - Напускането на млади хора



### Предложения за възможни решения Мотивация за работа във ферми:

- Преференции за заети в селското стопанство
- Платено стажуване (почасова работа)
- Практика от Холандия – фермите предоставят платени социални услуги – грижа за възрастни хора, за самотни майки, за хора с умствени затруднения



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