



Family dairy farm experiences

Marija Klopčič

Univ. of Ljubljana, Biotechnical Faculty,
Dept. of Animal Science, Slovenia

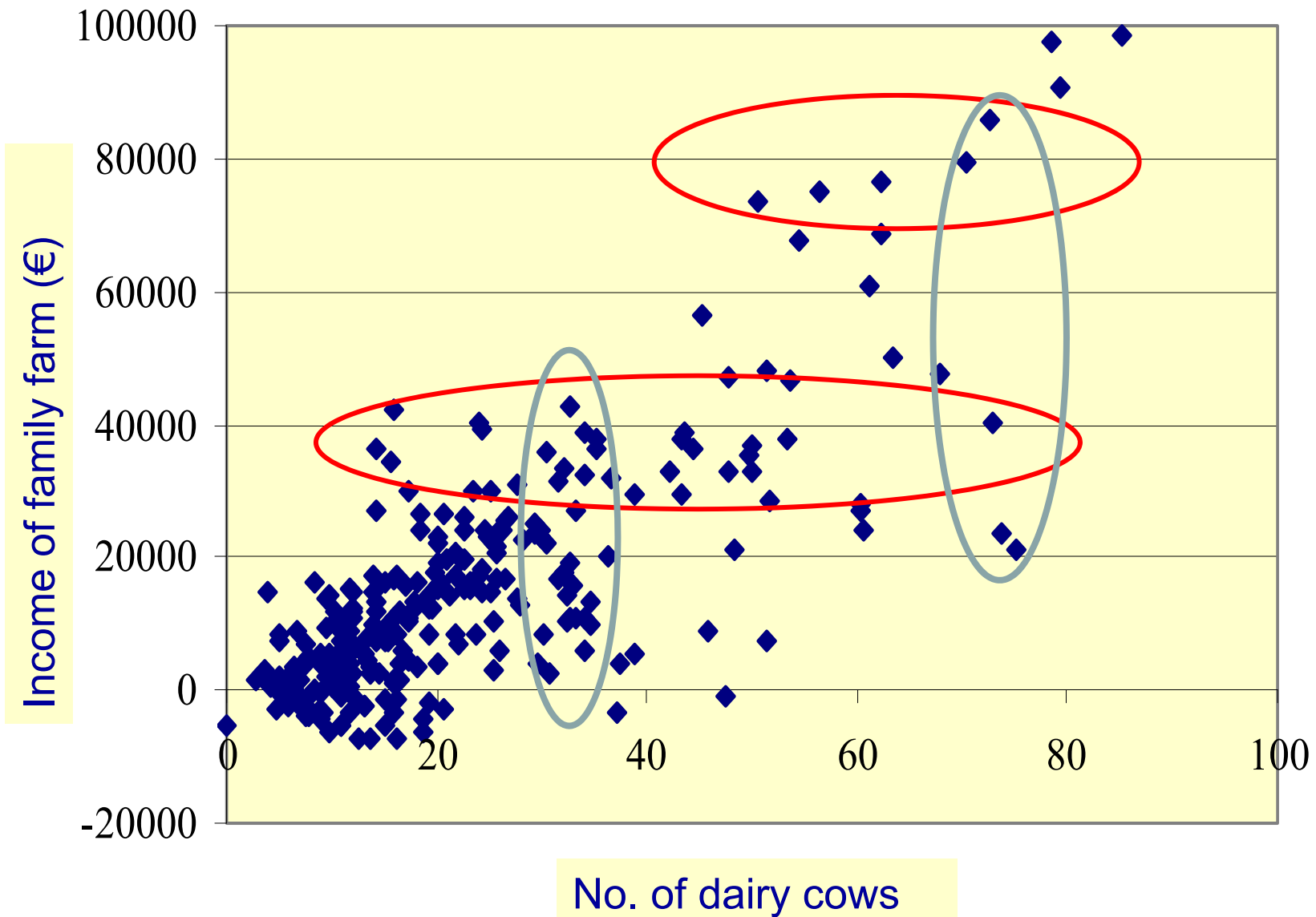
Copenhagen, Denmark, 28.08.2014

Statement 1:

- Farm income is not linearly related to the size of farm!

Opportunities at farm level

income / farm size



Future strategies

Focus for farm development (% of farmers)			
	Lithuania (n=334)	Poland (n=334)	Slovenia (n=362)
Expand dairy production	70.4	80.5	55.2
Further specialization	68.6	85.6	57.7
Co-operate	21.9	47.0	38.7
Chain-integration	16.2	36.8	37.6
Wait and see	35.3	25.4	22.1
Diversify other agric. activ.	43.1	18.6	23.8
Diversify non-agric. activ.	7.8	8.7	27.3
Downscaling	13.5	8.7	7.5
Relocate farm	6.9	6.0	6.9
Start a new farm	5.4	4.5	1.7

- Diversification and very good farmers skills (green fingers) can be an alternative route to specialization
- Client oriented farm



Diversification

- **Agricultural activities**

- Suckler cows
- Beef/pigs/sheep/goats
- Horses / bees
- Vineyards/horticulture
- Forestry...

- **Non-agricultural activities**

- Special local products
 - Milk & meat products
 - Oil, honey, ...
- Energy production
- Machinery services
- Agro-tourism
- Cottage industry
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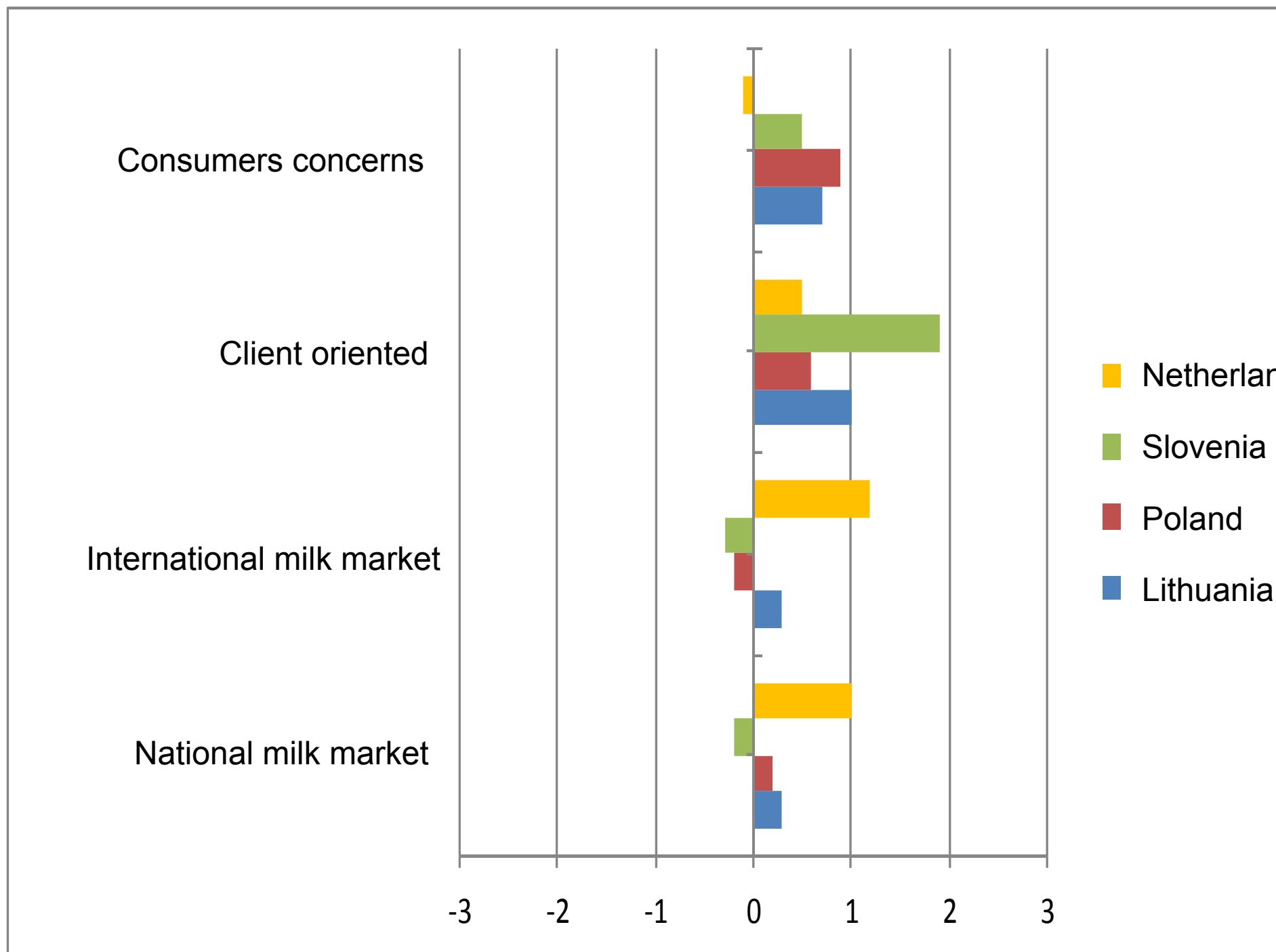
Consumers concerns

Client oriented

International milk market

National milk market

-3 -2 -1 0 1 2 3



Case of innovative dairy farmer in Slovenia

- 5 ha arable land
- 11 ha meadows
- 10 ha forest
- 20 to 25 cattle
 - 15 cows
 - 110.000 kg milk
- 4 generations
- 2 LU on the farm
- 1 farm off employment
- Processing of milk
- Direct marketing



Statement 2:

Farm as industry or as part of society?

- Does the increasing use of word “**dairy INDUSTRY**” by experts and others not create a less favourable image?
- It seems to express the wish to have bigger and bigger farms





Statement 3: Mountain dairy farming: A threatened symbol of the European model

- Less favourable areas, for instance mountainous areas with small farms, pastures and cows become “**beer country**” in the near future under the new dairy policy!



Simulation of the Development of a Mountain Landscape (Kucan & Simonic):



- Farm income is not linearly related to the size of farm!

- Farm as industry or as part of society?

- Mountain dairy farming in EU:
*A threatened symbol**

*Study of the Insitute de l'Elevage

