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**THE DEVELOPMENT OF ALTERNATIVE FARM  
ENTERPRISES:  
A STUDY OF ORGANISATIONS AND FARM  
BUSINESSES INVOLVED IN THE PROCESS OF FARM  
DIVERSIFICATION**

**Volume Two**

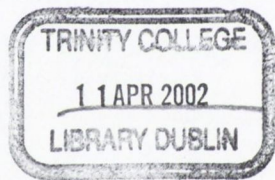
(Two Volumes)

**Thesis submitted for the degree of Ph.D.  
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University of Dublin**

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**2001**



THESIS 6730.2

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# APPENDIX 1

## ORGANISATIONS INCLUDED IN THE STUDY

### **1. ACC Bank plc**

Having extended its range of services, ACC Bank provides banking services for the personal, farming, business and corporate sectors. Traditionally it has been associated with the provision of a range of credit facilities specifically targeted at the agricultural community. The bank is owned by the state, the board is appointed by the Minister for Finance and it operates through a nationwide branch network.

### **2. AIB - Allied Irish Bank**

This bank has involvement with Capital Markets, International Banking, Investment Banking and Commercial Banking activities. It has branches throughout the country.

### **3. An Bord Trachtala - The Irish Trade Board**

Established in 1991 following the merger of Coras Trachtala/The Irish Export Board and the Irish Goods Council, an Bord Trachtala's main objective is to assist Irish firms to develop sustainable markets at home and abroad. It operates regional offices in Galway, Cork, Limerick, Sligo and Waterford and 23 overseas branches.

### **4. Bank of Ireland Group**

Bank of Ireland is a diversified financial services group providing a broad range of financial services in Ireland. It is a public company registered in Ireland with 29,000 stockholders and 11,800 employees worldwide.

### **5. Board Failte Eireann - Irish Tourist Board**

Established in 1955 under the Tourist Traffic Act, responsibility was designated to this semi-state body for the development and promotion of tourism in the Republic of

Ireland. The board members are appointed by the Minister with responsibility for tourism. It also functions in relation to the co-ordinating of activities within the regions by the RT0s. It conducts research and is involved in the production of marketing material.

#### **6. CARREFOUR - UCG**

Located within the Centre for Development Studies UCC, CARREFOUR was established in 1989. It offers its services to community groups and enterprises, to farming and other professional organisations, to state agencies and to relevant bodies involved with rural development. Its objectives are to inform local programmes, to stimulate rural development initiative, to co-ordinate local activities, to facilitate the exchange of information and to feedback information to EU policy makers.

#### **7. Coillte Teoranta - Irish Forestry Board**

Established in 1988, this organisation manages state forests on a commercial basis, The company's objective is to ensure that state forests reach their full commercial potential. Its long term aim is to ensure that an internationally competitive timber- processing industry is developed in Ireland. Coillte works closely with private and public forestry interests and recently introduced a 'farmer partnership' scheme in an attempt to increase its planted area.

#### **8. Corrib Country**

This organisation evolved out of a pilot scheme operating in the Corrib area. Its aims are: to represent tourism interests in the area, to create employment opportunities, to increase the number of visitors in the Tuam area, to develop the tourism potential of the area and to become self-financing. Currently it receives funding from FAS, Bord Failte and the County Development Team.

#### **9. County Enterprise Partnership Boards (Kerry)**

Established in October 1992, the county Enterprise Boards are an amalgamation of the County Development Teams and the Regional Tourism Organisations (RT0s). The Boards are comprised of employer representatives, members of the County Council, the County Manager, representatives of the social partners and state agencies and local

development organisations. The objectives of the Boards are to facilitate the development of small enterprises (employing a maximum of 12 people); to provide enterprise-related training; and to stimulate local and community development initiatives with local groups.

#### **10. County Development Team (Galway)**

County Development Teams were set up by the Government in 1965 in the 12 western counties. They were comprised of the County Manager, representatives of the County Council, an officer from the Vocational Educational Committee, the Chief Agricultural Officer of the county, the regional manager of the IDA, a representative of FAS and, where relevant, a representative from Roinn na Gaeltachta and/or Udaras na Gaeltachta. The team functions with respect to local economic development and acts as a motivator and facilitator for such development.

#### **11. Department of Agriculture, Food and Forestry**

The Department promotes the development of the agricultural, food, horticultural, forestry and rural development sectors. Its main activities include the implementation of EU and national government schemes and regulations. It functions in relation to the provision and administration of grant aid and the formulation of policy measures. It is a multi-organisation and operates at a variety of spatial levels from national through to local offices.

#### **12. FAS - Foras Aiseanna Saothair - The Training and Employment Authority**

FAS was established in 1988 to function in relation to: the operation of training and employment programmes; the provision of an employment/recruitment service, an advisory service for industry; support for co-operative and community-based enterprise. The board is comprised of representatives from the Department of Social Welfare, Department of Finance, and Department of Enterprise and Employment, and from the trade unions, employers, education and youth interests and employee representatives. It is a national organisation with a regional structure and it has a network of approximately 49 local offices throughout the country.

### **13. Forest Service**

The Forest Service is the central government agency responsible for national forest policy, the promotion of private forestry, the administration of planting and other forestry grant schemes, forest protection, and forest research. It is part of the Department of, Agriculture, Food and Forestry.

### **14. Franciscan Agricultural College**

This is a private agricultural college with charitable status. It is operated by the Franciscan Brothers whose aim is to educate rural dwellers/farm operators. It functions under the educational guidelines of Teagasc.

### **15. ICMSA - Irish Creamery Milk Suppliers Association**

The ICMSA - is a family farm organisation founded in 1950. It lobbies on behalf of all livestock farmers, in particular dairy farmers, at local, national and international levels. It has branches throughout the country and has officials in each county.

### **16. ICA – Irish Countrywomen’s Association**

The association dates from 1910 and is voluntary. Aimed at improving rural and urban life, the ICA has about 100 IGW guilds throughout the country where local women meet to exchange ideas and for instruction in home and farm management. The association has an adult education college which specialises in horticultural activities.

### **17. Irish Country Holidays (ICH)**

The National Rural Tourism Co-operative was founded in 1990 to co-ordinate assist in the marketing and development of rural tourism, on behalf of its members, under the brand name of "Irish Country Holidays". Membership of the National Co-operative is comprised of local community tourism groups. Financial support is donated by the farming organisations, insurance companies, credit corporations and a number of agricultural co-operatives. Finance is also secured through annual membership fees and commission taken on all reservations.



### **18. IDA - Industrial Development Authority**

Founded in 1949 as an agency to function in relation to the fostering of industrial development throughout the country, the organisation became an autonomous state-sponsored body in 1970. Recently the government decided to restructure this organisation. These changes involve a new agency amalgamating the IDA, an Bord Trachtala, the company training unit of FAS and EOLAS as appropriate. The new agency operates on two levels : IDA Ireland is responsible for overseas investment and Forbairt has responsibility for the development of indigenous industry.

### **19. IDFA - Irish Deer Farmers' Association**

IDFA is a voluntary representational organisation whose aims are to promote and develop all aspects of the Irish deer farming industry. It negotiates marketing contracts for its members and provides all relevant information on breeding, stock supply, husbandry, management and marketing relating to venison, hides and by- products.

### **20. Ireland West - Regional Tourism Organisation**

This is one of seven RTOs in Ireland. These were established by Bord Failte and are companies limited by guarantee, membership of which is open to all residents within the individual regions. This includes members of the public involved with tourism as well as relevant state and non-state organisations. They are funded by Bord Failte, tourism interests, local state authorities and their commercial activities, i.e. publicity material and tourist information offices. RTOS function at the regional and local levels. Ireland West services counties Galway, Mayo and Roscommon.

### **21. Irish Coat Producers' Association**

A voluntary representational organisation established in 1989 as an off-shoot of the Irish Coat Cub (est. 1977), it functions to serve the needs of its members who are specifically interested in 'commercial' goatkeeping as distinct from those interested in 'showing stock' and hobbyists.

### **22. IFA - The Irish Farmers' Association**

This is the largest of the Irish farmer representational organisations. The Association covers every agricultural commodity, from beef to grain, and milk to salmon farming

and horticulture. It lobbies and negotiates for Irish farming interests. It has twelve regional offices throughout the country and a total of 800 branches.

### **23. The Irish Farmers' Journal**

Founded in 1948 to disseminate information to the agricultural community, this paper remained in private ownership until 1966, when it was converted to a non-profit-making trust which functions to aid the development of Irish agriculture.

### **24. The Irish Farmers' Monthly**

A monthly magazine published by Irish Food Publishers to inform the farming community of events and issues of importance to agriculture.

### **25. Irish Farmhouse Holidays (IFH)**

This voluntary organisation was founded in 1964 to market the farmhouse atmosphere and farmhouse accommodation to visitors. It has grown substantially from 64 members in 1964 to 553 in 1993.

### **26. IOFGA - Irish Organic Farmers and Growers Association**

This is a voluntary organisation for those wishing to adopt organic methods on the farm, in the garden, or when processing food, and for consumers who wish to encourage and play their part in these developments. The aims of the association are to rigorously maintain a set of production and processing standards, to administer a certification scheme for organic food, to provide a means of contact between members, to encourage education and research so that improved methods can be developed and adopted, to aid the marketing and promotion of organic food in Ireland, and to encourage a greater understanding of the benefits of organic production.

### **27. The Limerick Food Centre**

The Limerick Food Centre is a unique innovative approach to the development of new food processing businesses. The Centre has been built by Shannon Development and is one of a series of initiatives undertaken by the company as part of its special Government-assigned role to develop food processing in the Shannon Region.

### **28. Macra na Feirme**

Founded in 1944, this is a national, voluntary organisation with the objectives of agricultural and rural development. It is a rural-based organisation for young adults aged 17 years and over. Macra na Feirme represents young farmers and rural youth and provides: leadership training, development education, educational travel, co- operative training and opportunities for personal development. Macra na Feirme has founded: the Irish Farmers' Journal (1948), Irish Creamery Milk Suppliers' Association (1950), Macra na Tuaithe (now Forolge) (1952), The Irish Farmers' Association (1955), Farm Apprenticeship Scheme (1964), National Co-op Farm Relief Services Ltd (1980) and the Irish Farm Accounts Co-op (IFAC). It has a membership of approximately 10,000 and operates through 350 clubs nationwide.

### **29. Mellows Agricultural College**

TEAGASC has four agricultural colleges – Mellows is one of these. This organisation is state funded and focuses on the provision of agricultural education and training, instruction in farm and enterprise management and training for farm business development.

### **30. National Irish Bank Ltd.**

National Irish Bank Limited is a member of the National Australia Bank Group. It offers a wide range of financial services and has a network of 52 branches throughout Ireland.

### **31 PESP/CRESP/LEADER**

Under the Programme for Economic and Social Progress (PESP) in 1991, 12 areas were chosen for a pilot area-based response to long-term unemployment. Partnership companies were established in each area, comprised of representatives of trade unions, development agencies, farming organisations, employers and local development groups. One such company was located in South West Kerry known as CRESP. The partnership brings together the three forces of : the community, the state agencies and the social partners in an effort to develop the resources of the area. CRESP has responsibility for the operation of the LEADER programme. Within its area LEADER is one of the better

known EU schemes designed to promote rural development through local community involvement. Since it is aimed specifically at developing rural economies, it was decided that for the purpose of this study the LEADER group in South West Kerry would be defined as a specific organisation.

### **32. Shannon Development**

The objectives of this organisation are to secure sustainable economic growth through the integrated application of industrial and tourism development by exploiting the comparative advantages within the Shannon Region and to secure the growth of Shannon Airport trade. As the regional development agency, it is responsible for the promotion and development of all indigenous industry in the region, all Shannon Free Zone industry, the aviation-related industry in the region, the development of the National Technological Park in Limerick and the development of tourism related activities within its jurisdiction.

### **33. TEACASC - the Agriculture and Food Development Authority**

This is the national advisory, research, education and training service to the agricultural and food sectors. Established in 1988, it replaced ACOT, the agricultural advisory and training body, and An Foras Taluntais, the agriculture and food research organisation. Its activities are integrated and managed through six divisions, one of which focuses on rural development research, advice and training. It has a very extensive network of local offices throughout the country, though staff numbers have declined over the past number of years.

### **34. Udaras na Gaeltachta**

The objectives of Udaras are to encourage the preservation and extension of the Irish language as the everyday language of the Gaeltacht communities and to develop the economy of the Gaeltacht so as to facilitate community well-being. To achieve these objectives, An tUdaras promotes schemes of employment through the development of local natural resources and entrepreneurial abilities and the attraction of mobile investment and skills to the Gaeltacht. It also promotes community development. The board of Udaras na Gaeltachta comprises thirteen members, seven of whom are elected

by the people of the Gaeltacht. The remaining six are nominated by the Minister for the Gaeltacht.

### **35. Ulster Bank Limited**

Established in Belfast in 1836 this bank is a member of the National Westminster Bank Group. It provides a full range of domestic and international banking services and operates through 231 offices in Ireland.

### **36. An Rann Ealíonn, Cultúr & Gaeltacht**

Established in 1956, this Government Department functions in the promotion and development of the cultural, social and economic wellbeing of Gaeltacht areas. These are the parts of the country which have been officially designated as mainly Irish language speaking and are principally in the west of Ireland.

## **APPENDIX 2**

### **THE INSTITUTIONAL QUESTIONNAIRE**

ALTERNATIVE FARMING SYSTEMS IN THE LAGGING REGIONS

INSTITUTIONAL QUESTIONNAIRE:

For Office Use

Questionnaire Number:

1-3

Card Number:

4-5

1. Country: (Tick only one box)

England	1	France	2	Greece	3	Ireland	4	Scotland	5
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6

2. Study Area to which the interview applies:

(Tick the appropriate box for the study area to which the interview applies. If the interview applies to more than one study area within a country, it is acceptable that both boxes be ticked.)

Durham	1
Northumberland	2

Aitolokarnania	5
----------------	---

Argyll	8
Caithness	9

La Chataignerai	3
La Montagne Limousine	4

Galway	6
Kerry	7

Not Applicable = NA	0
---------------------	---

7  
 8

3. Type of Interview taking place:

a) The overall classification of the organisation: (See Annexe, Tick only one box)

International Organisation	1
National Organisation	2
Regional Organisation	3
Sub-regional Organisation including Department	4
Local Organisation	5

9

b) Type of interview: (See Annexe, Tick only one box)

Relating to the organisation as a whole	1
Relating to the national remit of an international organisation	2
Relating to the regional remit of an international/national organisation	3
Relating to the sub-regional remit of an international/national/regional organisation	4
Relating to the local remit of an international/national/regional/sub-regional organisation	5

10

\*\*8. Tick the most appropriate box to summarise the extent of the organisation's activities in relation to AFEs:

For Office Use

Exclusively involved with AFE activities	1
Primarily involved with AFE activities	2
Combined involvement with AFE and non-AFE activities more or less equally	3
Primarily involved with non-AFE activities	4
Exclusively involved with non-AFE activities	5

29

9. Name of Interviewee: .....

10. Position held by the Interviewee: (Record the interviewee's job title eg. Advisor, Bank Manager etc.)

.....  
 .....

30-31

11. Interviewee's Job Description: (Record the types of tasks the interviewee undertakes as part of his/her job, also record whether the interviewee's tasks are directly related to AFEs or not)

.....  
 .....  
 .....  
 .....  
 .....  
 .....  
 .....  
 .....

32-33  
 34-35  
 36-37  
 38-39  
 40-41

12. Is the Interviewee Office or Field based? (Tick only one box)

Exclusively Office Based (Tasks exclusively take place in the office)	1
Primarily Office Based (Tasks are primarily though not exclusively based in the office)	2
Combined ie. Field and Office Based (Tasks are divided more or less equally between the field and the office.)	3
Field Based (Tasks are primarily, or exclusively, carried out outside the office)	4

42



SECTION 1: INSTITUTIONAL STRUCTURE AND CONTEXT

For Office Use

\*\*13. When was this organisation as a whole established? (Record actual year)

--	--	--	--	--

--	--	--	--	--

43-46

(This date refers to the current organisation, however if this organisation has succeeded from an organisation which previously existed then record any information the interviewee may be able to give concerning the history of the previous organisation)

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47-48

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49-50

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51-52

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53-54

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55-56

\*\*14 a) Is this organisation a state (public) or non-state (private) organisation?

(Tick the appropriate box)

State (public) Organisation	1
Non-state (private) Organisation	2
Other .. specify	3

--	--

57

b) Is it a business or representational organisation? (Tick the appropriate box)

Business Organisation	1
Representational Organisation	2
Business & Representational Organisation	3
Neither Business nor Representational .. Specify	4

--	--

58

c) Is this organisation: (Tick the appropriate box)

A Single Branch Organisation	1
A Parent Organisation - with branches	2
A Branch of a larger organisation	3
Other (include Federations here) Specify	4

--	--

59

Record here any other information the interviewee may provide concerning the nature of the organisation

.....

.....

.....

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.....

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60-61

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62-63

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64-65

\*\*15. a) At which of the following geographical scales does this organisation as a whole operate?  
 (Tick the appropriate box in each case. If YES describe the organisation's operations at that level)

<p>International</p> <p>If YES: Describe the organisation's operations at this level</p>	<table border="1"> <tr> <td>Yes</td> <td>1</td> <td>No</td> <td>2</td> </tr> </table>	Yes	1	No	2	<table border="1"> <tr> <td></td> <td>66</td> </tr> </table>		66	<table border="1"> <tr> <td></td> <td></td> <td>67-68</td> </tr> <tr> <td></td> <td></td> <td>69-70</td> </tr> <tr> <td></td> <td></td> <td>71-72</td> </tr> </table>			67-68			69-70			71-72
Yes	1	No	2															
	66																	
		67-68																
		69-70																
		71-72																
<p>National</p> <p>If YES: Describe the organisation's operations at this level</p>	<table border="1"> <tr> <td>Yes</td> <td>1</td> <td>No</td> <td>2</td> </tr> </table>	Yes	1	No	2	<table border="1"> <tr> <td></td> <td>73</td> </tr> </table>		73	<table border="1"> <tr> <td></td> <td></td> <td>74-75</td> </tr> <tr> <td></td> <td></td> <td>76-77</td> </tr> <tr> <td></td> <td></td> <td>78-79</td> </tr> </table>			74-75			76-77			78-79
Yes	1	No	2															
	73																	
		74-75																
		76-77																
		78-79																
<p>Column No. 1-5 Card No. 02</p>																		
<p>Regional</p> <p>If YES: Describe the organisation's operations at this level</p>	<table border="1"> <tr> <td>Yes</td> <td>1</td> <td>No</td> <td>2</td> </tr> </table>	Yes	1	No	2	<table border="1"> <tr> <td></td> <td>6</td> </tr> </table>		6	<table border="1"> <tr> <td></td> <td></td> <td>7-8</td> </tr> <tr> <td></td> <td></td> <td>9-10</td> </tr> <tr> <td></td> <td></td> <td>11-12</td> </tr> </table>			7-8			9-10			11-12
Yes	1	No	2															
	6																	
		7-8																
		9-10																
		11-12																
<p>Sub-Regional - County/Department</p> <p>If YES: Describe the organisation's operations at this level</p>	<table border="1"> <tr> <td>Yes</td> <td>1</td> <td>No</td> <td>2</td> </tr> </table>	Yes	1	No	2	<table border="1"> <tr> <td></td> <td>13</td> </tr> </table>		13	<table border="1"> <tr> <td></td> <td></td> <td>14-15</td> </tr> <tr> <td></td> <td></td> <td>16-17</td> </tr> <tr> <td></td> <td></td> <td>18-19</td> </tr> </table>			14-15			16-17			18-19
Yes	1	No	2															
	13																	
		14-15																
		16-17																
		18-19																
<p>Local - Parish/Commune</p> <p>If YES: Describe the organisation's operations at this level</p>	<table border="1"> <tr> <td>Yes</td> <td>1</td> <td>No</td> <td>2</td> </tr> </table>	Yes	1	No	2	<table border="1"> <tr> <td></td> <td>20</td> </tr> </table>		20	<table border="1"> <tr> <td></td> <td></td> <td>21-22</td> </tr> <tr> <td></td> <td></td> <td>23-24</td> </tr> <tr> <td></td> <td></td> <td>25-26</td> </tr> </table>			21-22			23-24			25-26
Yes	1	No	2															
	20																	
		21-22																
		23-24																
		25-26																

**\*\*15. b) At which of the following geographical scales do you personally operate?**  
 (Tick the appropriate box in each case. If YES describe the interviewee's tasks at each level if you have not already acquired this information for each level at Q.11)

<p>International</p> <p>If YES: Describe the interviewee's tasks/involvement at this level</p>	<p>Yes 1</p>	<p>No 2</p>	<p>27</p>	<p>28-29</p>	
				<p>30-31</p>	
				<p>32-33</p>	
<p>National</p> <p>If YES: Describe the interviewee's tasks/involvement at this level</p>	<p>Yes 1</p>	<p>No 2</p>	<p>34</p>	<p>35-36</p>	
				<p>37-38</p>	
				<p>39-40</p>	
<p>Regional</p> <p>If YES: Describe the interviewee's tasks/involvement at this level</p>	<p>Yes 1</p>	<p>No 2</p>	<p>41</p>	<p>42-43</p>	
				<p>44-45</p>	
				<p>46-47</p>	
<p>Sub-Regional - County/Department</p> <p>If YES: Describe the interviewee's tasks/involvement at this level</p>	<p>Yes 1</p>	<p>No 2</p>	<p>48</p>	<p>49-50</p>	
				<p>51-52</p>	
				<p>53-54</p>	
<p>Local - Parish/Commune</p> <p>If YES: Describe the interviewee's tasks/involvement at this level</p>	<p>Yes 1</p>	<p>No 2</p>	<p>55</p>	<p>56-57</p>	
				<p>58-59</p>	
				<p>60-61</p>	

16. a) Is this organisation comprised of employees only, members only, or employees and members?

(Tick only one box)

Employees only	1	Ask Question 16 (b)
Members only	2	Go To Question 16 (i)
Employees and members	3	Ask Question 16 (b)

62

NB: Don't Know = DK = 999999 ; Not Applicable = NA = 888888

b) How many people are employed in this organisation as a whole (at this level of the organisation/in this section of the organisation)?

(b) Total No. of Employees																				
-------------------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

63-68

c) How many of these employees would be in professional/technical positions?

(c) Total Number of Professional/Technical Employees																				
---	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

69-74

(Interviewee may ask for clarification of the question: professional/technical positions include all higher status positions.)

d) Is a distinction made between employees directly involved with AFEs and those not involved with AFEs?

(d) YES	1
NO	2
Don't Know	9

75

If YES ask Q16 (e)

If DK go to >>>> below

If NO ask interviewee if he/she has information concerning the numbers employed in relation to AFEs, if he/she has this information proceed with Q16 (e), if not go to >>>> below.

Column No. 1-5  
Card No. 03

e) Approximately how many employees are directly involved with AFEs?

(e) Total number involved with AFEs																				
--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

6-11

f) How many of these employees have direct contact with farmers?

(f) Number with direct contact																				
-----------------------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

12-17

g) Of the total number directly involved with AFEs, how many of these work full-time in relation to AFEs?

(g) Total number working full-time in relation to AFEs																				
--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

18-23

h) Of the total number directly involved with AFEs, how many of these are professional/technical employees?

(h) No. of Professional/Technical Employees involved with AFEs																				
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24-29

>>>> If No Members at Q16 (a) go to Q17(a), otherwise ask Q16(i)

i) How many members are in the organisation as a whole (at this level/in this section)?

(i) No. of members																				
--------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

30-35

If employees and members go to Q17(a)

If members only go to Q17 (b)

\*\*17 a) Does your organisation have a specific training programme for staff relating to AFEs?  
 (Include talks and seminars as training programmes, tick the appropriate box)

YES	NO	DK	NA
1	2	9	8

36

If No/DK/NA go to Q.17(b)

If YES: Describe the training programmes ie. say what they involve, where they take place, who conducts the programmes, which staff attend etc.

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		37-38
		39-40
		41-42
		43-44
		45-46

b) Does your organisation have a formal development/investment plan for its work in relation to AFEs?  
 (If clarification is sought, ask if the organisation has a formal budget set aside for its work in relation to AFEs, tick the appropriate box)

YES	NO	DK	NA
1	2	9	8

47

If No/DK/NA go to Q.18

If YES: Describe the development/investment plan which exists in relation to AFE activities.

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		48-49
		50-51
		52-53
		54-55
		56-57

18. a) What are the main objectives of your organisation as a whole (at this level/in this section) at present?

For office Use

.....  
 .....  
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 .....  
 .....

		58-59
		60-61
		62-63
		64-65
		66-67

b) Who formulates the main objectives of your organisation as a whole (at this level/in this section)?  
 (Record actual response)

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 .....  
 .....  
 .....  
 .....

		68-69
		70-71
		72-73
		74-75
		76-77

c) Have the main objectives changed since the mid-1980s? (If the organisation was established after the mid-1980s then replace 'since the mid-1980s' with 'since it was established'. Tick the appropriate box)

YES	NO	DK
1	2	9

If NO or DK go to Q19

If YES in what ways and why? (Record actual responses)

Changes which have occurred.....  
 .....  
 .....

Reasons for change .....

		78
		79-80
		Column 1-5 Card No.04 6-7
		8-9
		10-11
		12-13
		14-15
		16-17
		18-19

\*\*19. Does your organisation: (Tick the appropriate box in each case)

For Office Use

	Yes	No	DK	If 'YES' Describe (not to be coded)	
a) Have a formal Corporate Plan ie. a strategic or long-term plan	1	2	9		20
b) Have an Annual Programme for Development of the organisation	1	2	9		21
c) Receive Direct Financial support from any of the following:					
i) The EC	1	2	9		22
ii) National Government	1	2	9		23
iii) Regional Government	1	2	9		24
iv) Sub-Regional Government eg. Department/County	1	2	9		25
iv) Local Government eg. Parish/Commune	1	2	9		26
v) Local business	1	2	9		27
vi) Subscriptions from Groups ...Specify	1	2	9		28
vii) Subscriptions from individual farmers	1	2	9		29
viii) Charitable Trusts	1	2	9		30
ix) Levies/Tax Concessions	1	2	9		31
x) Other .... Specify	1	2	9		32

GIVE CARD 1 TO THE INTERVIEWEE

For Office Use

20. a) Which of the following functions does your organisation as a whole (at this level/in this section) generally undertake and which functions does it undertake in relation to AFEs?  
 (First tick the box for functions generally undertaken, secondly tick the box for the functions in relation to AFEs, then move on to the next function)

		GENERAL FUNCTIONS			AFE RELATED FUNCTIONS				
		Yes	No	DK	Yes	No	DK		
Input into Official Government Policy Formulation		1	2	9	1	2	9	33	34
Regulation/Control		1	2	9	1	2	9	35	36
Education (Including Extension)	i) Advice (eg. method of production)	1	2	9	1	2	9	37	38
	ii) Animation/development	1	2	9	1	2	9	39	40
	iii) Training (excluding staff training)	1	2	9	1	2	9	41	42
	iv) Research	1	2	9	1	2	9	43	44
Finance	i) Provide Loans	1	2	9	1	2	9	45	46
	ii) Administration and processing of grant applications but not the source of grant money	1	2	9	1	2	9	47	48
	iii) Provision of grants - source of grant money	1	2	9	1	2	9	49	50
Marketing	i) Promotion of product or region	1	2	9	1	2	9	51	52
	ii) Actually involved in selling products	1	2	9	1	2	9	53	54
Provision of equipment or services		1	2	9	1	2	9	55	56
Lobbying/Negotiating with:									
	i) The EC	1	2	9	1	2	9	57	58
	ii) National Government	1	2	9	1	2	9	59	60
	iii) Regional Government	1	2	9	1	2	9	61	62
	iv) Local Government	1	2	9	1	2	9	63	64
Other (Please Specify)		1	2	9	1	2	9	65	66

b) If the organisation undertakes Lobbying/Negotiation, please describe the purpose and type of the Lobbying/Negotiation:

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	67-68
	69-70
	71-72
	73-74
	75-76



21. a) When did your organisation as a whole (at this level/in this section) first become involved with AFEs? (Record actual year if known, otherwise record approximate year)

DK	9999		

					77-80

b) Was a conscious decision made to become involved in AFEs or has your organisation's involvement with AFEs evolved over time? (Tick only one box)

A conscious decision was made	1	Evolved over time	2	DK	9
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Column 1-5  
Card No. 05

6
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c) Why and how did your organisation as a whole (at this level/in this section) become involved with AFEs? (Record actual response)

i) Why.....

.....  
 .....  
 .....

ii) How.....

.....  
 .....  
 .....

		7-8
		9-10
		11-12
		13-14
		15-16
		17-18
		19-20
		21-22
		23-24
		25-26

d) Has your organisation's involvement as a whole (at this level/in this section) with AFEs changed over time in terms of : (Read out the list provided below to respondents and tick the appropriate box in each case to the response given)

	Increase	Decrease	No Change	DK	NA
Proportion of budget allocated to AFE activities	1	2	3	9	8
Staff allocated to AFE work	1	2	3	9	8
Production of AFE information	1	2	3	9	8
Change in the no. of AFE it has involvement with	1	2	3	9	8
Liaison with other organisations involved with AFEs	1	2	3	9	8
Other ...Specify	1	2	3	9	8

27
28
29
30
31
32

22. a) Does your organisation as a whole (at this level/in this section) have contacts with other organisations in relation to AFEs? (Tick appropriate box)

YES	NO	DK	For Office Use
1	2	9	33

If YES continue with Q.22(b); if NO or DK go to Q.23

b) Could you please name up to five of these organisations, and say why contact is made and how frequent this contact is?  
 (Record actual names, record the main societal sector and enter the relevant code provided in the Annexe (Q22(b)) for Societal Sector, record the frequency of contact by entering the appropriate code from those listed below, record the actual reason for contact - post-coding will occur)

- Frequency Scale: 1 Rarely  
 2 Infrequently - sporadic  
 3 Infrequently - regular  
 4 Frequently

Name of Organisation: .....

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		34-35
--	--	-------

Main Societal Sector to which it belongs: .....

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		36-37
--	--	-------

Frequency of Contact: .....

38
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Reason for the contact: .....

		39-40
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		41-42
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		43-44
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		45-46
--	--	-------

.....

		47-48
--	--	-------

Name of Organisation: .....

--	--

		49-50
--	--	-------

Main Societal Sector to which it belongs: .....

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		51-52
--	--	-------

Frequency of Contact: .....

53
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Reason for the contact: .....

		54-55
--	--	-------

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		56-57
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		58-59
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		60-61
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		62-63
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22. (b) Continued:

Name of Organisation: .....

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64-65

Main Societal Sector to which it belongs: .....

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66-67

Frequency of Contact: .....

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68

Reason for the contact: .....

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69-70

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71-72

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73-74

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75-76

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77-78

Name of Organisation: .....

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79-80

Col. 1-5

Card No.

06

Main Societal Sector to which it belongs: .....

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--	--

6-7

Frequency of Contact: .....

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8

Reason for the contact: .....

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9-10

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11-12

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13-14

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15-16

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17-18

Name of Organisation: .....

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19-20

Main Societal Sector to which it belongs: .....

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--	--

21-22

Frequency of Contact: .....

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23

Reason for the contact: .....

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24-25

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26-27

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28-29

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30-31

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32-33

22. c) In what ways might your organisation's contact with other organisations be improved?

For Office Use

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 .....  
 .....

		34-35
		36-37
		38-39
		40-41
		42-43

23. a) Does your organisation's work in general (at this level/in this section) concerning AFEs overlap in terms of competition and/or collaboration with that of other organisations?  
 (Tick the appropriate box)

YES	NO	DK
1	2	9

If YES GO TO 23(b)  
 If NO or DK GO TO Q24

44

b) Name up to five of the organisations involved and describe the overlap which occurs in terms of competition and/or collaboration (Record the organisations' names given, code each organisation using the societal sector codes provided in the Annexe Q23 (b), record the type of overlap and any other details provided by the interviewee.)

Name of Organisation: .....

				45-46
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Societal Sector to which it belongs: .....

				47-48
--	--	--	--	-------

Description of the overlap which occurs: .....

				49-50
				51-52
				53-54
				55-56
				57-58

Name of Organisation: .....

				59-60
--	--	--	--	-------

Societal Sector to which it belongs: .....

				61-62
--	--	--	--	-------

Description of the overlap which occurs: .....

				63-64
				65-66
				67-68
				69-70
				71-72

Name of Organisation: .....

--	--	--	--

73-74

Societal Sector to which it belongs: .....

--	--	--	--

75-76

Description of the overlap which occurs: .....

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77-78

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--	--

79-80

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Col. 1-5

Card No.07

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8-9

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10-11

Name of Organisation: .....

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12-13

Societal Sector to which it belongs: .....

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14-15

Description of the overlap which occurs: .....

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16-17

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18-19

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--	--

20-21

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22-23

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24-25

Name of Organisation: .....

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26-27

Societal Sector to which it belongs: .....

--	--	--	--

28-29

Description of the overlap which occurs: .....

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30-31

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32-33

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34-35

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36-37

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38-39

If COMPETITION occurs with any of the organisations mentioned in Q23(b) then ask Q23(c)

For Office Use

If NO COMPETITION occurs then go to Q24

23. c) In general, how does your organisation as a whole (at this level/in this section) respond to this competition? (This is a general question regarding the overlap which occurs, it is not organisation specific. Record the actual response received.)

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		40-41
		42-43
		44-45
		46-47
		48-49

\*\* 24 How could your organisation as a whole become more effective in relation to AFE activities? (This question relates to the organisation in general and is not specific to the level or section being addressed in other questions. Prompt by using the headings given below - the question relates to both the relationships between departments/individuals within the organisation and to its inter-organisational relationships)

Objectives.....  
.....  
.....

		50-51
		52-53

Policy.....  
.....  
.....

		54-55
		56-57

Budget allocation.....  
.....  
.....

		58-59
		60-61

Personnel.....  
.....  
.....

		62-63
		64-65

Inter-organisational relations .....  
.....  
.....

		66-67
		68-69

Other .....  
.....  
.....

		70-71
		72-73

GIVE CARD NO. 2 TO THE INTERVIEWEE. This is the list of AFEs being used in our study. The interviewee will have received a copy of this in advance of the interview. Make sure the interviewee has ticked all the relevant AFEs with which the organisation has involvement. Card No. 2 is included as the last two pages of the questionnaire please ensure you tick the relevant AFEs on these pages for each interview.

For Office Use

25 a) With how many different types of AFEs is your organisation as a whole (at this level/in this sector) currently involved?

DK	9	9

(Record total number)

74-75

b) Could you please name the (three most important) AFE(s) your organisation as a whole (at this level/in this sector) is involved with?  
(If more than three in 25(a) then list the three most important. Importance is to be defined in terms of the allocation of the organisation's resources to the AFEs eg. budget, staff.)

	Name of the AFE	AFE Code		
AFE 1				
AFE 2				
AFE 3				

76-78  
Col. 1-5  
Card No. 08  
6-8  
9-11

c) Are there any AFEs that your organisation as a whole (at this level/in this section) has ceased to be involved with? (Tick the appropriate box)

Yes	No	DK
1	2	9

12

If YES, which AFEs and why? (Record AFE(s) and reasons)  
If NO go to Q.26

Name of AFE:	AFE Code			
Reason for ceasing involvement with this AFE:				
Name of AFE:	AFE Code			
Reason for ceasing involvement with this AFE:				
Name of AFE:	AFE Code			
Reason for ceasing involvement with this AFE:				

13-15  
16-17  
18-19  
20-21  
22-24  
25-26  
27-28  
29-30  
31-33  
34-35  
36-37  
38-39

SECTION 2: EXPERIENCE AND INVOLVEMENT WITH SPECIFIC AFEs

For Office Use

This Section seeks to elicit information pertaining to each specific type of AFE. If the organisation being interviewed is involved with only one type of AFE, then record responses in the spaces provided for 'AFE 1'. However, if the organisation is involved in more than one type of AFE, record for up to three. If it is involved with more than three types of AFEs, record for the three most important. (Importance is defined by the share of the organisation's resources devoted to each type of AFE)

REMEMBER TO REPEAT EACH QUESTION FOR EACH AFE BEFORE MOVING TO A NEW QUESTION.

26. a) Does your organisation as a whole (at this level/in this section) have specific objectives for each of the different types of AFEs with which it is involved? (Tick the appropriate box)

YES	NO	DK
1	2	9

If YES ask Q26(b)

If NO or DK ask Q26(c)

40

NB: REMEMBER TO MAINTAIN THE ORDER OF THE AFEs LISTED HERE DURING THE FOLLOWING QUESTIONS.

b) Specify the aims/objectives for each specific AFE (When respondent has answered this question go to Q27)

Name of AFE 1:	AFE1 Code
Describe objectives:	
Name of AFE 2:	AFE2 Code
Describe objectives:	

41-43

44-45

46-47

48-49

50-51

52-53

54-56

57-58

59-60

61-62

63-64

65-66



26 (b) Continued: (Remember go to Q27)

For Office Use

Name of AFE 3:

AFE3 Code

Describe objectives:

67-69

70-71

72-73

74-75

76-77

78-79

GO TO Q27

26 c) Specify your organisation's general aims/objectives for the AFEs with which it is involved

Column 1-5  
Card No. 09

General aims/objectives in relation to all AFEs:

6-7

8-9

10-11

12-13

14-15



REMEMBER TO KEEP THE SAME ORDER OF AFEs AS LISTED IN Q27.

For Office Use

\*\*28 b) Please describe the relevant eligibility criteria for farm operators wishing to participate in each particular type of AFE?

Description of the relevant eligibility criteria for each AFE: (Record whether criteria are specific to the organisation or not)

AFE 1:

46-47

48-49

50-51

AFE 2:

52-53

54-55

56-57

AFE 3:

58-59

60-61

62-63

REMEMBER TO KEEP THE SAME ORDER OF AFEs AS LISTED IN Q27.

It is acceptable that not all respondents will be in a position to answer this question, advance notice will have been given that this information would be required, use your discretion, if the respondent can not answer move on to the next question.

29. a) How many farms with each particular type of AFE is your organisation as a whole (at this level/in this section) involved with at present? (Record actual number)

(a) No. of farms currently involved with

DK=99999

NR=88888

AFE 1						
AFE 2						
AFE 3						

64-68

69-73

74-78

b) How many farms, in total, would your organisation as a whole (at this level/in this section) have dealt with in relation to each particular type of AFE since the mid-1980s? (Record actual number)

(b) Total No. of farms involved with to date

DK=99999

NR=88888

AFE 1						
AFE 2						
AFE 3						

6-11

12-17

18-23

Column 1-5  
Card No. 10

30. What does your organisation as a whole (at this level/in this section) consider to be the main reasons why many farm businesses/farm families are adopting AFEs?

(Record actual responses, prompt in terms of 'anything else?' and/or 'any other reasons?' - again use your discretion)

First reason given .....

For Office Use

		24-25
--	--	-------

Second reason given .....

		26-27
--	--	-------

Third reason given .....

		28-29
--	--	-------

Fourth reason given .....

		30-31
--	--	-------

Fifth reason given .....

		32-33
--	--	-------

KEEP AFE ORDER AS IN Q27.

31. What types of farm businesses/farm families have shown the strongest tendency to adopt each particular type of AFE? (Here the characteristics of farm businesses/families who have adopted AFEs are being sought, prompt using the terms listed below for each AFE)

AFE 1:

Farm Size:

		34
--	--	----

Land Type:

		35
--	--	----

Main Conventional Enterprise:

		36-37
--	--	-------

Location:

		38-39
--	--	-------

Age of Farmer/Spouse:

		40
--	--	----

Stage in Family Cycle:

		41
--	--	----

Main Skills Needed by Family for Adoption of this AFE:

		42-43
--	--	-------

		44-45
--	--	-------

		46-47
--	--	-------

		48-49
--	--	-------

Other specify

		50-51
--	--	-------

		52-53
--	--	-------

REMEMBER TO KEEP THE SAME ORDER OF AFEs AS IN Q27.

31. Continued

For Office Use

AFE 2:  
 Farm Size:  
 Land Type:  
 Main Conventional Enterprise:  
 Location:  
 Age of Farmer/Spouse:  
 Stage in Family Cycle:  
 Main Skills Needed by Family for Adoption of this AFE:  
 Other specify

	54
	55
	56-57
	58-59
	60
	61
	62-63
	64-65
	66-67
	68-69
	70-71
	72-73

AFE 3:  
 Farm Size:  
 Land Type:  
 Main Conventional Enterprise:  
 Location:  
 Age of Farmer/Spouse:  
 Stage in Family Cycle:  
 Main Skills Needed by Family for Adoption of this AFE:  
 Other specify

	74
	75
	76-77
	78-79
	80 Column 1-5 Card No.11
	6
	7-8
	9-10
	11-12
	13-14
	15-16
	17-18

REMEMBER TO KEEP THE SAME ORDER OF AFEs AS LISTED IN Q27.

For Office Use

32. a) What are the main barriers/constraints to the participation of farm businesses/farm families in each particular type of AFE? (Record actual responses for each AFE)

AFE 1:

19-20

21-22

23-24

25-26

27-28

AFE 2:

29-30

31-32

33-34

35-36

37-38

AFE 3:

39-40

41-42

43-44

45-46

47-48

REMEMBER TO KEEP THE SAME ORDER OF AFEs AS LISTED IN Q27.

32. b) For farm businesses/farm families that have adopted each particular type of AFE, but for whom it proved unsuccessful, what were the main reasons for this lack of success?

AFE 1:

49-50

51-52

53-54

55-56

57-58

AFE 2:

59-60

61-62

63-64

65-66

67-68

AFE 3:

69-70

71-72

73-74

75-76

77-78

REMEMBER TO KEEP THE SAME ORDER OF AFEs AS IN Q27.

For Office Use

33. How and by whom are the products/services of each particular type of AFE with which your organisation as a whole (at this level/in this section) is involved, marketed?

(Record the product/service being marketed and the stages outlined by the respondent)

AFE 1	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> </table>								
AFE 2	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> </table>								
AFE 3	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> <tr><td style="width: 10px; height: 15px;"></td><td style="width: 10px; height: 15px;"></td></tr> </table>								

79-80  
Column 1-5  
Card No. 12  
6-7  
8-9

10-11  
12-13  
14-15

16-17  
18-19  
20-21

34. What does your organisation as a whole (at this level/in this sector) consider the future market demand for the products/services of each particular type of AFE to be?

(Rank future market demand according to the scale provided. Record product and scale.)

Scale: 5 = Very Good; 4 = Good; 3 = Fair; 2 = Poor; 1 = Very Poor.

Name product/service and explain scale chosen	Scale
AFE 1:	22
AFE 2:	23
AFE 3:	24

SECTION 3: PROBLEMS AND PROSPECTS FOR AFEs

For Office Use

35. a) By what criteria does your organisation as a whole (at this level/in this section) measure its own success in developing AFEs? (Record actual responses)

.....

.....

.....

.....

.....

.....

		25-26
		27-28
		29-30
		31-32

b) By what criteria does your organisation as a whole (at this level/in this section) measure the success of farm businesses/farm families which develop AFEs? (Record actual responses)

.....

.....

.....

.....

.....

.....

		33-34
		35-36
		37-38
		39-40

ONLY ASK Q35 (c) WHEN INTERVIEWING ORGANISATIONS WHICH ARE INVOLVED WITH AFEs BUT WHICH ARE OPPOSED TO AFE DEVELOPMENT - You will know this from Q7

c) Why is your organisation opposed to the development of AFEs? (Record actual response)

.....

.....

.....

.....

		41-42
		43-44
		45-46

36. What does your organisation consider to be the main general issues that need to be addressed in order to ensure the future successful development of AFEs? (Record actual response)

.....

.....

.....

.....

.....

		47-48
		49-50
		51-52
		53-54



(For the following two questions record actual answers, categories will be post-coded.)

37. a) What do you personally think are the main opportunities for our national agriculture over the next 5 years?

.....

.....

.....

.....

.....

.....

		55-56
		57-58
		59-60
		61-62
		63-64

37. b) What do you personally think are the main constraints facing our national agriculture over the next 5 years?

.....

.....

.....

.....

.....

.....

		65-66
		67-68
		69-70
		71-72
		73-74

GIVE CARD NO. 3 TO THE RESPONDENT.

\*\*37c Please indicate your organisation's view of the following statements: (Emphasise to the interviewee that it is the organisation's view which is being sought. If the interviewee is unable to answer for the organisation, they may provide their own personal views. Please insure you record which view is actually given, by ticking the appropriate box)

RECORD HERE THE TYPE OF VIEW GIVEN BY THE RESPONDENT:  
(Tick the appropriate box)

Organisation's View	1
Personal View	2
No Response	9

	75
--	----

RECORD HERE THE VIEW GIVEN BY THE RESPONDENT FOR EACH STATEMENT:  
(Tick the appropriate box to correspond to the view given by the respondent)

Statement	View Given by the Respondent				
	1	2	3	4	5
Statement A					
Statement B					
Statement C					
Statement D					
Statement E					
Statement F					

	76
	77
	78
	79
	80
	Col. 1-5
	6 Card No. 13

Each Laboratory to name its specific study regions for the interviewee eg. Galway and Kerry.

For Office Use

38 a) Does your organisation operate in our study regions?

Yes	No
1	2

If YES go to Q38(c) and ask the question for the 'study regions'

If NO go to Q38 (b)

7
---

b) Does your organisation operate in any part of the Less Favoured Areas?

Yes	1	NA
No	2	8

If YES go to Q38(c) and ask the question for the 'Less Favoured Areas'

If NO go to Q38(c) and ask the question for 'our country'

8
---

c) What does your organisation consider to be the advantages and disadvantages of the study regions (Less Favoured Areas/our country) for the development of AFEs? (Tick the appropriate box to indicate the level to which the response applies, record the actual response, record the type of view given - see the Annexe)

Study Regions	1	Less Favoured Areas	2	Country	3
---------------	---	---------------------	---	---------	---

9
---

The advantages: .....

.....

.....

.....

.....

.....

.....

.....

	10-11
	12-13
	14-15
	16-17
	18-19

The disadvantages: .....

.....

.....

.....

.....

.....

.....

.....

	20-21
	22-23
	24-25
	26-27
	28-29

RECORD HERE THE TYPE OF VIEW GIVEN BY THE RESPONDENT:  
(Tick the appropriate box)

Organisation's View	1
Personal View	2
No Response	9

30
----



## **APPENDIX 3**

### **THE FARM QUESTIONNAIRE**

Country	Study area	Card number	Interview number	Commune / parish number	Urban Location (Km)	Road (major) location (Km)
1	2	3 4	5 6 7	8 9 10	11 12	13 14
		0 0				

Record if the farm is in the random sample of the first sixty farms  15

Yes 1  
No 2

Characteristics of the farm operator(s)

Q1 Obtain status of the respondent (s)  16

Farm operator and spouse 1

Spouse of farm operator	2
Farm operator	3
Registered holder (but not operator)	4
Other family member	5
Other (specify)	6
.....	6

Q2 Obtain status of operator  17

Farmer, registered holder (include crofting tenant or sub-tenant)	1
Farmer, related to registered holder	2
Farmer, unrelated to registered holder	3
Farm manager	4
Farmer, in partnership (e.g: groupement, father / mother & son)	5
Farmer, in trust / share (société)	6
No answer / no data	7

Q3 By what means did you acquire operational control of this farm?  18

Inheritance (of ownership)	1
Succession to tenancy	2
Lifetime transfer of ownership by early succession	3
Lifetime transfer of tenancy by early succession	4
Purchase of ownership (or croft)	5
Purchase or acquisition of tenancy (sitting tenant)	6
Other (specify)	7
.....	7
No answer / no data	8

Q4 In which year did you take over responsibility for operating this farm?  
(or year in which partnership formed) record last two digits

19	20

**Characteristics of the farm**

Q5 Land use in 1992 (record to one decimal place, in hectares)?

(a) Area owned	21									25					
(b) Area rented - formal tenure (ha) *	26									30					
(c) Other tenure - including conacre * (ha)	31									35					
(d) Common grazing - (ha) *	36									40					
<b>DERIVE SUBTOTAL I=a+b+c+d</b>	41									45					
(e) Area rented out (ha)	46									50					
<b>DERIVE SUBTOTAL II= SUBTOTAL I MINUS e</b>	51									55					
<b>Of SUBTOTAL II</b>															
A) Arable land - including rotational fallow not in Set Aside Scheme (ha)	56									60	1	2	3	4	61
B) Set Aside (ha) - in 1992	62									66	1	2	3	4	67
C) Permanent crops - orchards, vines (ha)	68									72	1	2	3	4	73
<b>D) Grassland (used for livestock)</b>															
1) Temporary - < 5 years (ha)	8									12	1	2	3	4	13
2) Permanent - > 5 years old (ha)	14									18	1	2	3	4	19
3) Unimproved grassland (ha)	20									24	1	2	3	4	25
E) Area under cover (glass / plastic) - (ha)	26									30	1	2	3	4	31
F) Woodland - commercial forestry	32									36	1	2	3	4	37
G) Wildlife habitat (ha) - managed	38									42	1	2	3	4	43
H) Non-agricultural purposes specify.....(ha)	44									48	1	2	3	4	49
I) Idle land (ha) - incl. abandoned land	50									54	1	2	3	4	55
J) Irrigated area on the farm (ha)	56									60	1	2	3	4	61

Trends in land use since 1984

Increase	Decrease	No change	No data
----------	----------	-----------	---------

Card no. 1  
Serno. 1 - 7

\* see annexe 2 for definition of categories

(N. B: check sub-total II is consistent with individual categories of land use)

Q 6 Please list in descending order of importance the main farm enterprises in 1992 (including AFE).

	Describe enterprise <sup>1</sup>	a) main Product <sup>2</sup>	b) Crop area or livestock numbers <sup>3</sup>	c) rank in order in mid- 1980s* <sup>4</sup>	d) Number eligible for subsidy <sup>5</sup>	e) Name of subsidy <sup>5</sup>	
1		62					74
2		8					20
3		21					33
4		34					46
5		47					59
6		60					72
7		8					20
8		21					33
9		34					46
10		47					59
f)	Farm type <sup>6</sup>	60	61				

Card no. 2  
Serno 1 - 7

Card no. 3  
Serno 1 - 7

- 1 Describe enterprise - e.g. sheep, suckler cows, dairy , beef , arable etc.
- 2 Main products - see annexe 2 for codes
- 3 Crop area (ha) or livestock numbers
- 4 See annexe 1 - notes for interviewers
- 5 See annexe 2
- 6 See annexe 2

<u>* Codes for 6c</u>	
Most important	01
to	
Least important	10
New since mid - 1980's	88
No longer exists	99

Q7 Salaried labour on the farm, including AFE (i.e. non-family)

	Job description	Status	Number of staff		
62					65
66					69
70					73

(N.B: include clerical / secretarial labour)

<b>Job description</b>	
Manager	1
Foreman	2
Farm - worker	3
Secretarial / clerical	4
None	5
<b>Status</b>	
Full - time	1
Part - time	2
Seasonal & casual	3
None	4

Q8 Have you adopted the following farm technology?

Yes 1  
 No 2  
 Don't know 3  
 Does not apply 4

Country / study area	Type of technology
Scotland	Big bale silage
Pennines	Sheep housing (winter)
France	Groupeement Producteur
Ireland	Silage (lowland); winter housing (upland)
Greece	New crop varieties

74
----

Please tick THE RELEVANT BOX

The farm is in a lowland region

The farm is in an upland region

Makes silage

Has winter housing

YES NO


Have you had contact with the Teagasc Advisor for this area during the past 12 Months?

YES 1

NO 2

If YES: Approximately how many times did you have contact with the advisor?

Number of times contact was made: \_\_\_\_\_



Which newspapers and/or journals do you read?

(Record all newspapers/journals mentioned ie. international,  
national, regional, local etc.)

Q 9 Have you, any farm family member, or the landlord (if appropriate), made any of the following changes during the last five years?\*

Q 10 Are you, any family member, or the landlord (if appropriate) planning any of the following changes over the next five years?

		Q 9 code	Description	Q 10 code	Description	
a	Intensify production from existing agricultural enterprises?	8				9
b	Increase specialisation of agricultural enterprises?	10				11
c	Decrease intensity of agricultural enterprise? (extensify)	12				13
d <sup>1</sup>	Introduce a new agricultural enterprise? (incl. AFE)	14				15
e	Cease a non - profitable agricultural enterprise?	16				17
f	Begin a non - farming enterprise on the farm? (AFE)	18				19
g	Begin a non - farming enterprise off the farm?	20				21
h	Take-up paid employment outside the farm? (farmer)	22				23
i	Take-up paid employment outside the farm? (Other family member, living on the farm)	24				25
j	Buy farmland?	26				27
k	Purchase milk quota?	28				29
l	Sell / lease milk quota?	30				31
m	Reduce the amount of inputs used? (e.g: fertiliser, feed etc.)	32				33
n	Reduce labour costs?	34				35
o	Reduce machinery costs?	36				37
p	Sell farmland or buildings?	38				39
q	Exit farming altogether?	40				41
r	Change the way farm produce is marketed?	42				43
s	Made new land based capital investments? (excl. AFE)*	44				45
t	Made new capital investments in buildings? (excl. AFE)	46				47
u	Made new capital investment in fixed plant (excl. AFE)*	48				49
v	Any other change?	50				51

Card no. 4  
Serno 1 -

5

\* see annexe 1 for details

Codes for Q's 9 & 10

Yes 1  
No 2  
No data 3  
Not applicable  
(allowed in K & L only) 4

Q11.1 Do you have an AFE on the farm?

(N.B. deliberate extensive farming is an AFE)

Yes 1

No, go to Q 16 2

If don't know explain AFE again.

Interview number

--	--	--

Do not enter into dataset

8

Card no. 5  
Serno. 1 - 7

**IF YES, FILL IN ONE SET OF SHEETS FOR EACH AFE ON THE FARM**

Q11.2 Type of AFE? Describe.....

9	10

For post code  
see annexe 2

Q 11.3 In which year was the AFE started (i.e. first in production)

11	12

Q 11.4 Which family member had the original idea?.....

13	14

For post codes  
see annexe 2

Q 11.5 For the land and buildings currently used by the AFE:

Q 11.51 Land area used (ha)

Describe.....

15	16	17

18	19

For post codes  
see annexe 2

Q 11.52 Buildings used (metres square)

Describe.....

20	21	22	23	24

25	26

For post codes  
see annexe 2

Q 11.6 For farm labour currently used by the AFE?

	Total	Already on farm*	Additional labour*
Family workers full-time in the AFE	27		32
Family workers part-time in the AFE	33		38
Hired workers full-time in the AFE	39		44
Hired workers part-time in the AFE	45		50

\* record number of people, for definition Annexe 2

Interview number  

--	--	--

  
Do not enter into dataset

Q11.7 Was a professional (consultant, adviser, co-operative) feasibility study carried out for the AFE?

Q 11.71 Technical feasibility study (yes 1; no 2)

Q 11.72 Marketing feasibility study (yes 1; no 2)

51

52

Q 11.8 Did you get a government grant for the AFE?

Yes 1

No 2

Don't Know 3

53

Q 11.81 If yes, name of grant?.....

Q 11.9) Have any of the family / farm labour force received specialised or formal training for the AFE?

Yes 1

No 2

If yes, describe.....

ii) Did this training occur prior to your involvement with the AFE or as a result of your decision to become involved with the AFE ?

1. Existed before AFE 1

2. Acquired specifically for AFE 2

Q 11.10 Has any of the family / farm labour force had any previous experience of the AFE?

Yes 1

No 2

54	55

For post codes see annexe 2

56

57

For post codes see annexe 2

58

Q 11.11 Please describe the initial investment made in the AFE?

a) Amount					b) Type of investment*					c) Year		d) Source of investment capital
59				64						65		67

\*For type of investment, record information such as: renovation of disused buildings, building works for accommodation, new building development, fixed plant and machinery. - see annexe 2 for details of post-coding.

Q11.12 Please describe the subsequent investment made in the AFE?

a) Amount					b) Type of investment*					c) Year		d) Source of investment capital
68				73						74		76
8				13						14		16
17				22						23		25
26				31						32		34

Card no. 6  
Serno. 1 - 7

\*For type of investment, record information such as: expansion of existing enterprise via: further building works (new or renovation), additional livestock, crop area, fixed plant or machinery. - see annexe 2 for details of post-coding.

**Note: in the case of livestock expansion, increase in production may be achieved by retaining breeding progeny rather than purchase of new livestock. If this is the case, record as numbers of livestock retained and the area set aside for increased production.**

Codes for Q 11.11 d & Q 11.12 d	
Farm business (retained profit)	1
Bank loan or overdraft	2
Loan / investment by immediate family **	3
Loan / investment - extended family **	4
Other	5
.....	5

\*\* see annexe 2 for details

Q 11.13 Please describe the initial and subsequent ways in which you have marketed the AFE?

Initial.....

.....  
 .....

35	36

see annexe 2  
for post-codes

Subsequent.....

.....  
 .....

37	38

see annexe 2  
for post-codes

Q 11.14 Please describe your view of the market for this AFE over the last five years?

Probe for: supply, demand, quality, market saturation; also international regional, local markets (technical term = comparative advantage).

Describe.....

.....  
 .....

39	40

For post codes  
see annexe 2

Q 11.15 For the land and buildings currently used by the AFE, what was their previous use?

Describe.....

.....  
 .....

41	42

For post codes  
see annexe 2

Q 11.16 Do you intend to alter the AFE enterprise over the next five years?

Yes            1  
 No             2

43

If yes, describe.....

.....

44	45

For post codes  
see annexe 2

Note For farmers able to supply further information after the completion of the main survey, there are supplementary questions at the end of the questionnaire.

Q 11.17 Approximately how many other farmers in this area have a similar AFE ?  
 (Record the number given) .....

Q11.1 Do you have an AFE on the farm?  
 (N.B. deliberate extensive farming is an AFE)

Interview number  

--	--	--

Do not enter into dataset

Yes 1  
 No, go to Q 16 2

8

Card no. 7  
 Serno. 1 - 7

If don't know explain AFE again.

**IF YES, FILL IN ONE SET OF SHEETS FOR EACH AFE ON THE FARM**

Q11.2 Type of AFE? Describe.....

9	10

For post codes  
 see annexe 2

Q 11.3 In which year was the AFE started (i.e. first in production)

11	12

Q 11.4 Which family member had the original idea?.....

13	14

For post codes  
 see annexe 2

Q 11.5 For the land and buildings currently used by the AFE:

Q 11.51 Land area used (ha)

15	16	17

Describe.....

18	19

For post codes  
 see annexe 2

Q 11.52 Buildings used (metres square)

20	21	22	23	24

Describe.....

25	26

For post codes  
 see annexe 2

Q 11.6 For farm labour currently used by the AFE?

		Total	Already on farm*	Additional labour*	
Family workers full-time in the AFE	27				32
Family workers part-time in the AFE	33				38
Hired workers full-time in the AFE	39				44
Hired workers part-time in the AFE	45				50

\* record number of people, for definition Annexe 2

Q11.7 Was a professional (consultant, adviser, co-operative) feasibility study carried out for the AFE?

Do not enter into database

Q 11.71 Technical feasibility study (yes 1; no 2)

51
----

Q 11.72 Marketing feasibility study (yes 1; no 2)

52
----

Q 11.8 Did you get a government grant for the AFE?

Yes 1

No 2

Don't Know 3

53
----

Q 11.81 If yes, name of grant?.....

54	55
----	----

For post codes see annexe 2

Q 11.9) Have any of the family / farm labour force received specialised or formal training for the AFE?

Yes 1

No 2

56
----

If yes, describe.....

57
----

ii) Did this training occur prior to your involvement with the AFE or as a result of your decision to become involved with the AFE?

For post codes see annexe 2

1. Existed before AFE 1

2. Acquired specifically for AFE 2

Q 11.10 Has any of the family / farm labour force had any previous experience of the AFE?

Yes 1

No 2

58
----



Q 11.11 Please describe the initial investment made in the AFE?

a) Amount	b) Type of investment*	c) Year	d) Source of investment capital
59	64	65	67

\*For type of investment, record information such as: renovation of disused buildings, building works for accommodation, new building development, fixed plant and machinery. - see annexe 2 for details of post-coding.

Q11.12 Please describe the subsequent investment made in the AFE?

a) Amount	b) Type of investment*	c) Year	d) Source of investment capital
68	73	74	76
8	13	14	16
17	22	23	25
26	31	32	34

Card no. 8  
Serno. 1 - 7

\*For type of investment, record information such as: expansion of existing enterprise via: further building works (new or renovation), additional livestock, crop area, fixed plant or machinery. - see annexe 2 for details of post-coding.

**Note: in the case of livestock expansion, increase in production may be achieved by retaining breeding progeny rather than purchase of new livestock. If this is the case, record as numbers of livestock retained and the area set aside for increased production.**

**Codes for Q 11.11 d & Q 11.12 d**

Farm business (retained profit)	1
Bank loan or overdraft	2
Loan / investment by immediate family **	3
Loan / investment - extended family **	4
Other	5
.....	5

\*\* see annexe 2 for details

Q 11.13 Please describe the initial and subsequent ways in which you have marketed the AFE?

Initial.....  
 .....  
 .....

35	36

see annexe 2  
for post-codes

Subsequent.....  
 .....  
 .....

37	38

see annexe 2  
for post-codes

Q 11.14 Please describe your view of the market for this AFE over the last five years?

Probe for: supply, demand, quality, market saturation; also international regional, local markets (technical term = comparative advantage).

Describe.....  
 .....  
 .....

39	40

For post codes  
see annexe 2

Q 11.15 For the land and buildings currently used by the AFE, what was their previous use?

Describe.....  
 .....  
 .....

41	42

For post codes  
see annexe 2

Q 11.16 Do you intend to alter the AFE enterprise over the next five years?

- Yes            1
- No             2

43

If yes, describe.....  
 .....

44	45

For post codes  
see annexe 2

**Note** For farmers able to supply further information after the completion of the main survey, there are supplementary questions at the end of the questionnaire.

Q 11.17 Approximately how many other farmers in this area have a similar AFE?  
 (Record the number given) .....

Interview number

--	--	--

Do not enter into dataset

Q11.1 Do you have an AFE on the farm?

(N.B. deliberate extensive farming is an AFE)

Yes 1

No, go to Q 16 2

If don't know explain AFE again.

8

Card no. 9  
Serno. 1 - 7

**IF YES, FILL IN ONE SET OF SHEETS FOR EACH AFE ON THE FARM**

Q11.2 Type of AFE? Describe.....

9	10

For post codes  
see annexe 2

Q 11.3 In which year was the AFE started (i.e. first in production)

11	12

Q 11.4 Which family member had the original idea?.....

13	14

For post codes  
see annexe 2

Q 11.5 For the land and buildings currently used by the AFE:

Q 11.51 Land area used (ha)

Describe.....

15	16	17

18	19

For post codes  
see annexe 2

Q 11.52 Buildings used (metres square)

Describe.....

20	21	22	23	24

25	26

For post codes  
see annexe 2

Q 11.6 For farm labour currently used by the AFE?

	Total	Already on farm*	Additional labour*
Family workers full-time in the AFE	27		32
Family workers part-time in the AFE	33		38
Hired workers full-time in the AFE	39		44
Hired workers part-time in the AFE	45		50

\* record number of people, for definition Annexe 2

Q11.7 Was a professional (consultant, adviser, co-operative) feasibility study carried out for the AFE?

Do not enter into database

Q 11.71 Technical feasibility study (yes 1; no 2)

51
----

Q 11.72 Marketing feasibility study (yes 1; no 2)

52
----

Q 11.8 Did you get a government grant for the AFE?

Yes 1

No 2

Don't Know 3

53
----

Q 11.81 If yes, name of grant?.....

54	55
----	----

For post codes see annexe 2

Q 11.9) Have any of the family / farm labour force received specialised or formal training for the AFE?

Yes 1

No 2

56
----

If yes, describe.....

57
----

ii) Did this training occur prior to your involvement with the AFE or as a result of your decision to become involved with the AFE ?

For post codes see annexe 2

1. Existed before AFE 1

2. Acquired specifically for AFE 2

Q 11.10 Has any of the family / farm labour force had any previous experience of the AFE?

Yes 1

No 2

58
----

Q 11.11 Please describe the initial investment made in the AFE?

a) Amount				b) Type of investment*				c) Year				d) Source of investment capital
59			64					65				67

\*For type of investment, record information such as: renovation of disused buildings, building works for accommodation, new building development, fixed plant and machinery. - see annexe 2 for details of post-coding.

Q11.12 Please describe the subsequent investment made in the AFE?

a) Amount				b) Type of investment*				c) Year				d) Source of investment capital
68			73					74				76
8			13					14				16
17			22					23				25
26			31					32				34

Card no. 10  
Serno. 1 - 7

\*For type of investment, record information such as: expansion of existing enterprise via: further building works (new or renovation), additional livestock, crop area, fixed plant or machinery. - see annexe 2 for details of post-coding.

**Note: in the case of livestock expansion, increase in production may be achieved by retaining breeding progeny rather than purchase of new livestock. If this is the case, record as numbers of livestock retained and the area set aside for increased production.**

Codes for Q 11.11 d & Q 11.12 d	
Farm business (retained profit)	1
Bank loan or overdraft	2
Loan / investment by immediate family **	3
Loan / investment - extended family **	4
Other	5
.....	5

\*\* see annexe 2 for details



Q11.1 Do you have an AFE on the farm?

(N.B. deliberate extensive farming is an AFE)

Yes 1

No, go to Q 16 2

If don't know explain AFE again.

Interview number  

--	--	--

Do not enter into dataset

8

Card no. 11  
Serno. 1 - 7

**IF YES, FILL IN ONE SET OF SHEETS FOR EACH AFE ON THE FARM**

Q11.2 Type of AFE? Describe.....

9	10

For post codes  
see annexe 2

Q 11.3 In which year was the AFE started (i.e. first in production)

11	12

Q 11.4 Which family member had the original idea?.....

13	14

For post codes  
see annexe 2

Q 11.5 For the land and buildings currently used by the AFE:

Q 11.51 Land area used (ha)

Describe.....

15	16	17

18	19

For post codes  
see annexe 2

Q 11.52 Buildings used (metres square)

Describe.....

20	21	22	23	24

25	26

For post codes  
see annexe 2

Q 11.6 For farm labour currently used by the AFE?

	Total		Already on farm*		Additional labour*		
Family workers full-time in the AFE	27						32
Family workers part-time in the AFE	33						38
Hired workers full-time in the AFE	39						44
Hired workers part-time in the AFE	45						50

\* record number of people, for definition Annexe 2

Q11.7 Was a professional (consultant, adviser, co-operative) feasibility study carried out for the AFE?

Q 11.71 Technical feasibility study (yes 1; no 2)

51
----

Q 11.72 Marketing feasibility study (yes 1; no 2)

52
----

Q 11.8 Did you get a government grant for the AFE?

Yes 1  
 No 2  
 Don't Know 3

53
----

Q 11.81 If yes, name of grant?.....

54	55
----	----

For post codes see annexe 2

Q 11.9) Have any of the family / farm labour force received specialised or formal training for the AFE?

Yes 1  
 No 2

56
----

If yes, describe.....

57
----

ii) Did this training occur prior to your involvement with the AFE or as a result of your decision to become involved with the AFE ?

For post codes see annexe 2

1. Existed before AFE 1  
 2. Acquired specifically for AFE 2

Q 11.10 Has any of the family / farm labour force had any previous experience of the AFE?

Yes 1  
 No 2

58
----



Q 11.11 Please describe the initial investment made in the AFE?

a) Amount					b) Type of investment*					c) Year		d) Source of investment capital	
59					64					65			67

\*For type of investment, record information such as: renovation of disused buildings, building works for accommodation, new building development, fixed plant and machinery. - see annexe 2 for details of post-coding.

Q11.12 Please describe the subsequent investment made in the AFE?

a) Amount					b) Type of investment*					c) Year		d) Source of investment capital	
68					73					74			76
8					13					14			16
17					22					23			25
26					31					32			34

Card no. 12  
Serno. 1 - 7

\*For type of investment, record information such as: expansion of existing enterprise via: further building works (new or renovation), additional livestock, crop area, fixed plant or machinery. - see annexe 2 for details of post-coding.

**Note:** in the case of livestock expansion, increase in production may be achieved by retaining breeding progeny rather than purchase of new livestock. If this is the case, record as numbers of livestock retained and the area set aside for increased production.

Codes for Q 11.11 d & Q 11.12 d	
Farm business (retained profit)	1
Bank loan or overdraft	2
Loan / investment by immediate family **	3
Loan / investment - extended family **	4
Other	5
.....	5

\*\* see annexe 2 for details

Q 11.13 Please describe the initial and subsequent ways in which you have marketed the AFE?

Initial.....

.....

.....

Subsequent.....

.....

.....

35	36

see annexe 2  
for post-codes

37	38

see annexe 2  
for post-codes

Q 11.14 Please describe your view of the market for this AFE over the last five years?

Probe for: supply, demand, quality, market saturation; also international regional, local markets (technical term = comparative advantage).

Describe.....

.....

.....

39	40

For post codes  
see annexe 2

Q 11.15 For the land and buildings currently used by the AFE, what was their previous use?

Describe.....

.....

.....

41	42

For post codes  
see annexe 2

Q 11.16 Do you intend to alter the AFE enterprise over the next five years?

Yes            1

No             2

43

If yes, describe.....

.....

44	45

For post codes  
see annexe 2

**Note** For farmers able to supply further information after the completion of the main survey, there are supplementary questions at the end of the questionnaire.

Q 11.17 Approximately how many other farmers in this area have a similar AFE?  
(Record the number given) .....

Q 12 What were your main reasons for starting an AFE? (record up to three most financially important AFEs from the AFE section)

code up to three answers for each AFE in the boxes provided

- Increase or maintain farm income 01
- Employment for family 02
- Previous experience of..... (AFE) 03
- Making use of the farm location  
(specify)..... 04
- To take advantage of a specific marketing opportunity
- Employment for non-family member 05
- Utilise an underused farm building 06
- Change in personal circumstances
- (specify)..... 07
- By chance 08
- Other (specify)..... 09
- No answer 10

**Card no. 13**  
**Serno. 1 - 7**

Enterprise 1 (use code from Q11.2)

8	9

Enterprise 2 (use code from Q11.2)

10	11

Enterprise 3 (use code from Q11.2)

12	13

Enter codes from Q12 in the boxes below

14			15
20			21
26			27

Enter codes from Q12 in the boxes below

16			17
22			23
28			29

Enter codes from Q12 in the boxes below

18			19
24			25
30			31

Q 13 Have you ever considered (but not established) any other AFE?

- Yes 1
- No 2

32

**If yes:**

- 1) Describe AFE.....
- 2) Briefly explain why the AFE was not established?

33	34

For post-codes see annexe 2

.....  
.....

35	36

For post-codes see annexe 2

Q 14 Have you ever established an AFE that is no longer part of the business?

Yes 1  
No 2

37

**If yes:**

1) Describe AFE.....

2) Briefly explain the circumstances of:

a) Start-up

.....  
.....  
.....

b) Cessation.

.....  
.....  
.....

38	39

For post-codes see annexe 2

**Start-up**

40	41

For post-codes see annexe 2

**Cessation**

42	43

For post-codes see annexe 2

Q 15 What effect, if any, has introducing an AFE had:

(Code interviewee's response of each category below).

a	Increased / decreased income of the family	44	1	2	3	4	5
b	Increased / decreased personal stress within the family	45	1	2	3	4	5
c	Increased / decreased the family's work load	46	1	2	3	4	5
d	Increased / decreased the number of family members working in the farm business	47	1	2	3	4	5
e	Increased / decreased quality of life of the family	48	1	2	3	4	5

Large increase 1  
Increase 2  
No effect 3  
Decrease 4  
Large decrease 5

Farms that do not have Alternative Farm Enterprises (or go to Q19).

Q16 Have you ever considered introducing an AFE on the farm?

- |   |   |  |    |
|---|---|--|----|
| Never   | 1 | <table border="1"><tr><td>49</td></tr></table> | 49 |
| 49  |   |  |    |
| Considered an AFE, but rejected<br>(reason) .....                       | 2 | <table border="1"><tr><td> </td></tr></table>  |    |
|   |   |  |    |
| Started an AFE, but failed<br>(reason) .....                            | 3 | <table border="1"><tr><td> </td></tr></table>  |    |
|   |   |  |    |
| Chosen an AFE, but still in the planning stages<br><br>(describe) ..... | 4 | <table border="1"><tr><td> </td></tr></table>  |    |
|   |   |  |    |
| AFE being actively developed<br><br>(describe) .....                    | 5 | <table border="1"><tr><td> </td></tr></table>  |    |
|   |   |  |    |
| Still considering, but AFE not chosen                                   | 6 | <table border="1"><tr><td> </td></tr></table>  |    |
|   |   |  |    |

Q17 If codes 2-6 at Q 16 : Have you carried out a feasibility study for the development of an AFE?

- |   |    |  |    |    |  |  |
|---|----|--|----|----|--|--|
| Yes   | 1  | <table border="1"><tr><td>50</td></tr></table>   | 50 |    |  |  |
| 50  |    |  |    |    |  |  |
| No  | 2  | <table border="1"><tr><td> </td></tr></table>  |    |    |  |  |
|   |    |  |    |    |  |  |
| Not coded 2-6 @ Q16   | 3  | <table border="1"><tr><td> </td></tr></table>  |    |    |  |  |
|   |    |  |    |    |  |  |
| a) If yes, specify the enterprise (for post-codes see annexe 2)<br>.....            |    | <table border="1"><tr><td>51</td><td>52</td></tr><tr><td> </td><td> </td></tr></table> | 51 | 52 |  |  |
| 51  | 52 |  |    |    |  |  |
|   |    |  |    |    |  |  |
| b) If yes, specify who carried out the study (for post-codes see annexe 2)<br>..... |    | <table border="1"><tr><td>53</td><td>54</td></tr><tr><td> </td><td> </td></tr></table> | 53 | 54 |  |  |
| 53  | 54 |  |    |    |  |  |
|   |    |  |    |    |  |  |
| c) If no, specify the reason (for post-codes see annexe 2)<br>.....                 |    | <table border="1"><tr><td>55</td><td>56</td></tr><tr><td> </td><td> </td></tr></table> | 55 | 56 |  |  |
| 55  | 56 |  |    |    |  |  |
|   |    |  |    |    |  |  |

Q18 What are your main reasons for not establishing an AFE?

(Interviewee to code up to three responses in the boxes provided below.)

- |  |    |  |    |    |  |  |
|--|----|--|----|----|--|--|
| High risk                                    | 01 |  |    |    |  |  |
| Insufficient capital                         | 02 |  |    |    |  |  |
| Age of farmer                                | 03 |  |    |    |  |  |
| Prefers traditional methods of farming       | 04 | <table border="1"><tr><td>57</td><td>58</td></tr><tr><td> </td><td> </td></tr></table> | 57 | 58 |  |  |
| 57   | 58 |  |    |    |  |  |
|  |    |  |    |    |  |  |
| Poor health                                  | 05 | <table border="1"><tr><td> </td><td> </td></tr></table>                                |    |    |  |  |
|  |    |  |    |    |  |  |
| Unsuitable farm location                     | 06 |  |    |    |  |  |
| Insufficient labour resources                | 07 | <table border="1"><tr><td>59</td><td>60</td></tr><tr><td> </td><td> </td></tr></table> | 59 | 60 |  |  |
| 59   | 60 |  |    |    |  |  |
|  |    |  |    |    |  |  |
| Lack of knowledge about AFE's                | 08 | <table border="1"><tr><td> </td><td> </td></tr></table>                                |    |    |  |  |
|  |    |  |    |    |  |  |
| Developing an existing enterprise            | 09 |  |    |    |  |  |
| Saturated market for AFE (define AFE.....)   | 10 | <table border="1"><tr><td>61</td><td>62</td></tr><tr><td> </td><td> </td></tr></table> | 61 | 62 |  |  |
| 61   | 62 |  |    |    |  |  |
|  |    |  |    |    |  |  |
| Difficulty in obtaining a loan               | 11 | <table border="1"><tr><td> </td><td> </td></tr></table>                                |    |    |  |  |
|  |    |  |    |    |  |  |
| Uncertainty, low return on capital           | 12 |  |    |    |  |  |
| Not wanting extra pressure of work           | 13 |  |    |    |  |  |
| Existing enterprises give sufficient income  | 14 |  |    |    |  |  |
| Tenure restriction (incl. length of tenancy) | 15 |  |    |    |  |  |
| Other (specify.....)                         | 16 |  |    |    |  |  |

Q 18.1 Have you made any changes to the existing farm system/enterprises over the last five years ?

YES	1	
NO	2	Go To Q18.2
DK	9	Go To Q18.2

IF YES: What changes have you made ?

.....

.....

.....

What were the main factors which motivated you to undertake these changes ?

.....

.....

.....

Q 18.2 What plans do you have for the future development of your farm business ?

.....

.....

.....

Problems of developing AFEs.

Q 19.1 Do you think farmers are becoming involved with AFEs more from pressure in conventional farming caused by the CAP reforms or from their own personal interest in the AFE they choose to become involved with?

Due to pressure caused by the CAP reforms	1
Due to their own personal interest in the AFE	2
No response	9

Q 19.2 Are many farmers in this area becoming involved with AFEs?

YES	1
NO	2
DK	9

Q19.3 How important is each of the following in setting up an AFE?

(The interviewee is required to select the level of importance of each category in the table below. Do not show this table to the interviewee).

		Very unimportant	Unimportant	Important	Very important	
a	Having your own capital available for investment	63	1	2	3	4
b	Eligibility to borrow capital from a bank	64	1	2	3	4
c	Having family labour available	65	1	2	3	4
d	Location of farm (road, market)	66	1	2	3	4
e	Availability of skilled / qualified labour ( hired)	67	1	2	3	4
f	Availability of Gov't financial assistance	68	1	2	3	4
g	Availability of training courses for the AFE	69	1	2	3	4
h	An existing marketing organisation	70	1	2	3	4
i	Availability of advice / information	71	1	2	3	4
j	Having a personal interest in the AFE	72	1	2	3	4
k	Appropriate tenancy conditions	73	1	2	3	4
l	A strong, positive cash-flow from existing farm or other businesses	74	1	2	3	4

Q 20 Have you ever contacted any organisations or individuals to help you develop the farm business in the last five years?

Yes - continue with Q21 - Q 24b

8

Card no. 14  
Serno. 1 - 7

No - ensure the respondent understands the question;  
if response remains no go to question 25.

9

Don't know - explain clearly what is meant by organisation and ask Q20 again;  
if response is D/K again, go to Q 25 .

Q 21 What organisations or individuals have you been in contact with?  
At interview record organisations, and post-code using codes below

Name	Sector code	
	10	11
	12	13
	14	15
	16	17
	18	19
	20	21
	22	23
	24	25
	26	27
	28	29

Agriculture	01
Fisheries	02
Forestry	03
Tourism	04
Education	05
Industry	06
Finance	07
Planning (i.e. physical planning)	08
Trade union	09
Producers representative organisation	10
Multi-sectoral organisation	
(specify).....	11
Other (specify).....	12



**USE A SEPARATE SHEET FOR EACH ORGANISATION (MAXIMUM OF 6)**

Q 22 What did you contact the ..... organisation for?  
(each region to devise an individual code list, i.e. MAFF, TEAGASC etc.)

8	9

Organisation (use code from Q21)	Reason for contact?	Yes	No	
10				
	Development of an existing non-AFE	1	2	12
	Introduction of a new non-AFE	1	2	13
	Development of an existing AFE	1	2	14
	Introduction of a new AFE	1	2	15
	General farm management	1	2	16

Card no. 15  
Serno. 1 - 7

Q 23 What assistance (or services) did this organisation provide?  
**Record actual response - see annexe 2 for codes.**

.....  
.....  
.....

17	18
19	20
21	22

For post-codes  
see annexe 2

Q 24a Have you encountered any problems in dealing with this organisation?

If Yes, specify:

Yes 1  
No 2

23

.....  
.....  
.....  
.....

24	25
26	27
28	29

For post-codes  
see annexe 2

Q 24b If yes at Q 24a, in general how might this organisation or individual improve  
its service in relation to AFEs?

Describe suggested improvements:

.....  
.....  
.....  
.....

30	31
32	33
34	35

For post-codes  
see annexe 2

**USE A SEPARATE SHEET FOR EACH ORGANISATION (MAXIMUM OF 6)**

Q 22 What did you contact the ..... organisation for? 

8	9

  
(each region to devise an individual code list, i.e. MAFF, TEAGASC etc.)

Organisation (use code from Q21)		Reason for contact?	Yes	No	
10  Card no. 16 Semo. 1 - 7		Development of an existing non-AFE	1	2	12
		Introduction of a new non-AFE	1	2	13
		Development of an existing AFE	1	2	14
		Introduction of a new AFE	1	2	15
		General farm management	1	2	16

Q 23 What assistance (or services) did this organisation provide?  
Record actual response - see annexe 2 for codes.

.....

.....

.....

17	18
19	20
21	22

For post-codes  
see annexe 2

Q 24a Have you encountered any problems in dealing with this organisation?

Yes            1  
No             2

If Yes, specify:

.....

.....

.....

.....

23	
24	25
26	27
28	29

For post-codes  
see annexe 2

Q 24b If yes at Q 24a, in general how might this organisation or individual improve its service in relation to AFEs?

Describe suggested improvements:

.....

.....

.....

.....

30	31
32	33
34	35

For post-codes  
see annexe 2

**USE A SEPARATE SHEET FOR EACH ORGANISATION (MAXIMUM OF 6)**

Q 22 What did you contact the ..... organisation for?  
(each region to devise an individual code list, i.e. MAFF, TEAGASC etc.)

8	9

Organisation (use code from O21)	Reason for contact?	Yes	No	
10	Development of an existing non-AFE	1	2	12
Card no. 17 Serno. 1 - 7	Introduction of a new non-AFE	1	2	13
	Development of an existing AFE	1	2	14
	Introduction of a new AFE	1	2	15
	General farm management	1	2	16

Q 23 What assistance (or services) did this organisation provide?  
**Record actual response - see annexe 2 for codes.**

.....  
.....  
.....

17	18
19	20
21	22

For post-codes  
see annexe 2

Q 24a Have you encountered any problems in dealing with this organisation?

If Yes, specify:

.....  
.....  
.....  
.....

Yes	1	23
No	2	

24	25
26	27
28	29

For post-codes  
see annexe 2

Q 24b If yes at Q 24a, in general how might this organisation or individual improve  
its service in relation to AFEs?

Describe suggested improvements:

.....  
.....  
.....  
.....

30	31
32	33
34	35

For post-codes  
see annexe 2

**USE A SEPARATE SHEET FOR EACH ORGANISATION (MAXIMUM OF 6)**

Q 22 What did you contact the ..... organisation for?  
(each region to devise an individual code list, i.e. MAFF, TEAGASC etc.)

8	9

Organisation (use code from Q21)	Reason for contact?	Yes	No	
10	Development of an existing non-AFE	1	2	12
	Introduction of a new non-AFE	1	2	13
	Development of an existing AFE	1	2	14
	Introduction of a new AFE	1	2	15
	General farm management	1	2	16

Card no. 18  
Serno. 1 - 7

Q 23 What assistance (or services) did this organisation provide?  
Record actual response - see annexe 2 for codes.

.....  
.....  
.....

17	18
19	20
21	22

For post-codes  
see annexe 2

Q 24a Have you encountered any problems in dealing with this organisation?

Yes 1  
No 2

23

If Yes, specify:

.....  
.....  
.....  
.....

24	25
26	27
28	29

For post-codes  
see annexe 2

Q 24b If yes at Q 24a, in general how might this organisation or individual improve  
its service in relation to AFEs?

Describe suggested improvements:

.....  
.....  
.....  
.....

30	31
32	33
34	35

For post-codes  
see annexe 2

**USE A SEPARATE SHEET FOR EACH ORGANISATION (MAXIMUM OF 6)**

Q 22 What did you contact the ..... organisation for?  
(each region to devise an individual code list, i.e. MAFF, TEAGASC etc.)

8	9

	Organisation (use code from O21)	Reason for contact?	Yes	No	
10		Development of an existing non-AFE	1	2	12
		Introduction of a new non-AFE	1	2	13
		Development of an existing AFE	1	2	14
		Introduction of a new AFE	1	2	15
		General farm management	1	2	16

Card no. 19  
Semo. 1 - 7

Q 23 What assistance (or services) did this organisation provide?  
Record actual response - see annexe 2 for codes.

.....  
.....  
.....

17	18
19	20
21	22

For post-codes  
see annexe 2

Q 24a Have you encountered any problems in dealing with this organisation?

If Yes, specify:

.....  
.....  
.....  
.....

Yes	1	23
No	2	

24	25
26	27
28	29

For post-codes  
see annexe 2

Q 24b If yes at Q 24a, in general how might this organisation or individual improve  
its service in relation to AFEs?

Describe suggested improvements:

.....  
.....  
.....  
.....

30	31
32	33
34	35

For post-codes  
see annexe 2

**USE A SEPARATE SHEET FOR EACH ORGANISATION (MAXIMUM OF 6)**

Q 22 What did you contact the ..... organisation for?  
 (each region to devise an individual code list, i.e. MAFF, TEAGASC etc.)

8	9

Organisation (use code from Q21)	Reason for contact?	Yes	No	
10	Development of an existing non-AFE	1	2	12
	Introduction of a new non-AFE	1	2	13
	Development of an existing AFE	1	2	14
	Introduction of a new AFE	1	2	15
	General farm management	1	2	16

Card no. 20  
 Serno. 1 - 7

Q 23 What assistance (or services) did this organisation provide?  
 Record actual response - see annexe 2 for codes.

.....

.....

.....

17	18
19	20
21	22

For post-codes  
see annexe 2

Q 24a Have you encountered any problems in dealing with this organisation?

Yes            1

No             2

If Yes, specify:

.....

.....

.....

.....

23	
24	25
26	27
28	29

For post-codes  
see annexe 2

Q 24b If yes at Q 24a, in general how might this organisation or individual improve  
 its service in relation to AFEs?

Describe suggested improvements:

.....

.....

.....

.....

30	31
32	33
34	35

For post-codes  
see annexe 2

**Q 25 Characteristics of the extended farm family - see annexe 2 for codes**

Question no.	Person	Relatives (family members) who live in the farm household & dependent family groups. Aged 16 years or over
	8	Code boxes
25 a	8	Number of separate households (1,2,3 etc)
25 b	8	Relation to farmer
25 c	8	Age
25 d	8	Gender
25 e	8	Level of full time education
25 f	8	Formal training
25 g	8	Work on the farm (full time / part-time etc.)
25 h*	8	Book keeping / office work
25 i*	8	Contribution to major investment / production decisions
25 j*	8	Manage a farm - based enterprise (incl. an AFE)
25 k	8	Work off the farm (full time / part-time etc.)
25 l	8	Nature of off-farm work (Post-code type of employment, see annexe 3 for codes)
25 m	8	Reasons for having an off-farm job

\* Codes for Q's 25h - 25j  
 Yes 1  
 No 2

At interview describe the off-farm job in the space below, and code according to annexe 3.

Card no's 21 - 30  
 Serno. 1 - 7





Q29 What are the backgrounds of your parents? (farmer's and spouse's)

		Farmer's parents		Spouse's parents		
		Father	Mother	Father	Mother	
Farmer full-time	28	1	1	1	1	31
Farm worker	32	2	2	2	2	35
Other agriculturally related employment	36	3	3	3	3	39
No connection with agriculture	40	4	4	4	4	43
Don't know / no data	44	5	5	5	5	47

Q30 Have the farmer or spouse ever been employed outside of agriculture?

Farmer	Yes(specify).....	1	48
	No	2	
Spouse	Yes (specify).....	1	49
	No	2	

Q 31 Do you or your spouse hold any official positions ( voluntary or waged) in the community? (Interviewer to write the post held in space provided)

		Spouse 1 or farmer 2	Describe type of employment	Code *	
				None	
51	1				53
54	2				56
57	3				59
60	4				62

(\* see annexe 2 for codes - complete after interview)

Q 32 As part of the working week, do you formally and regularly set aside time in an organised manner for planning and making decisions in the farm business?

Yes	1	63
No	2	
Don't know	3	

Q 33 In making decisions on developing your farm business at present, how important to you is providing full-time employment on the farm for family members?

Very unimportant	1	64
Unimportant	2	
Important	3	
Very important	4	
Not applicable (incl. no other family members)	5	

**Financial questions (sensitive information).**

Q 34 What average level of debts / loans (including mortgage & overdraft) did your business have in 1992? (include AFE)

(Record in national currency at interview then convert to ECU)

Note: ask the interviewee to choose the letter that corresponds to level of debt / loans.

b) Trend over last 5 years?

(Use show card).\*

a	Zero	* < £ 5,000	£ 5,000 - £ 20,000	£21,000 - £ 50,000	£51,000- 100,000	> £100,000	No data	Increase	Decrease	No change	No answer	
8	F	P	G	V	C	L	J	1	2	3	4	9

Card no. 32  
Serno. 1 - 7

(\* each country to devise and use its own six point scale of money )

Q35 What proportion of gross farm profit (before tax in 1992) is gained from each of the following sources in the table below?

Gross farm profit = revenue minus all costs (including interest payments)

For (a), record as percentages in the boxes provided

	(a) Amount %	(b) Change in proportion over last 5 years	(c) Expected change in proportion next 5 years
Farm business (excl. AFE)	10		
AFE	15		

Codes for b & c

Increase 1      Decrease 3  
No change 2      No data / not applicable 4

Q36 What level of gross farm profit (before tax)\* did you obtain in 1992?

Gross farm profit = receipts minus all costs (including interest payments)

(Record in national currency at interview then convert to ECU)

Note: ask the interviewee to choose the letter that corresponds to gross farm profit.

b) Trend over last 5 years?

(Use show card) \*

								Increase	Decrease	No change	No answer			
a	Zero	<2,500	£2,500- £5,000	£5000- £7,500	£7,500- 10,000	£10,000 £15,000	£15,000+							
20	F	P	G	V	C	L	J	1	2	3	4	21		

Future outlook of farming

Q37 What general developments do you see happening in agriculture in your region over the next five years?

Read each item to the respondent:

		Increase	Decrease	No change	Don't know
Increase / decrease in off-farm work	22	1	2	3	4
Increase / decrease in managed farm woodland	23	1	2	3	4
Increase / decrease in AFEs	24	1	2	3	4
Increased / decreased farm extensification	25	1	2	3	4
Increase / decrease in land used for agriculture	26	1	2	3	4
Increase / decrease in farm income	27	1	2	3	4
Increase / decrease in number of farms	28	1	2	3	4

Q38 At the general level, do you think the development of AFE activities is a sign of a real change in Irish farming/Irish agriculture?

YES 1  
No 2  
DK 9

Why?

.....  
.....

Q39 Do you see any particular AFEs having a contribution to make in the future of your region?

Yes  
No  
Don't know

1	29
2	
3	

If yes: what contribution? .....

.....

.....

.....

30	31
32	33
34	35

For post-codes see annexe 2

If no: why no contribution? .....

.....

.....

.....

36	37
38	39
40	41

For post-codes see annexe 2

GIVE CARD NO. 1 TO THE RESPONDENT - ASK HIM/HER TO CIRCLE THE APPROPRIATE NUMBER TO INDICATE THE VIEW THEY MOST AGREE WITH.  
FOR RECORDERS ONLY:

Please record below your personal assessment of of the efficiency level of this farm.

1. High
2. Medium
3. Low

SUPPLEMENTARY QUESTIONS

(use one sheet for each AFE)

Interview number

--	--	--

AFE code

--	--

Q i For the land and buildings now used by the AFE, what was their previous use as regards:

(i) Physical output given up? (estimate the revenue)	
(ii) Production costs saved? (estimate the costs)	
(iii) Fixed costs saved? (include machinery) (estimate the costs)	

Q ii What is your estimate of the income given up from the land and buildings now used by the AFE?\*

\* (revenue (i) minus costs (ii & iii) = income)

Qiii For each family member contributing labour to the AFE, please describe their previous employment (on or off the farm) and the income they gave up to work on the AFE?

	Person	Previous work	Income given up
1			
2			
3			
4			

Qiv What is the output from the AFE?

	Type of output	Number of units*	Price per unit**	Revenue
1				
2				
3				
4				
Total revenue:				

\* (e.g: bed nights, jars of honey, kg's of meat etc.)

\*\* (e.g: price of bed nights, price of a jar of honey, price of a kilogram of meat etc.)

Q v What are the costs involved in running the AFE?

	Type of cost	Total cost (quantity x price)
1		
2		
3		
4		

Total costs:

Q vi What is your estimate of the income from the AFE?\*

\*(total revenue minus total costs = income)

Q vii Can you outline how the original idea for this AFE evolved and where you got the initial information to help you develop it?

.....  
.....  
.....  
.....

Q viii Do you view this AFE as a short-term or a long-term business development or farming activity?

Short-term	1
Long-term	2
DK	9

Q ix How do you measure the success of this AFE?

.....  
.....  
.....  
.....

Q x Have you attended any meetings/lectures/talks concerning this particular AFE?

YES	1
NO	2
DK	9

IF YES: Who organised the meeting? .....

What was it for? .....

Where was it held? (Record the name of the town/village)

.....

Q xi Do you think there is an adequate advisory service for farmers wishing to establish and develop AFEs in this area?

YES	1
NO	2
DK	9

## APPENDIX 4

### DEFINITION OF 'ACCUMULATOR' OR 'ENTREPRENEUR' USED IN THE ANALYSIS

The farmer was defined as an accumulator if the farm operator fulfilled at least three of the following criteria:

- (a) If the farmer intensified production over the past five years;
- (b) If the farmer specialised over the last five years;
- (c) If the farmer began a non-farming enterprises off the farm over the last five years.
- (d) If the farmer bought land over the last five years;
- (e) If the farmer purchased/leased a milk quota over the last five years;
- (f) If the farmer changed the way farm produce is marketed over the last five years;
- (g) If the farmer made new land-based capital investments over the last five years;
- (h) If the farmer made new capital investments in buildings over the last five years;
- (i) If the farmer made new capital investments in fixed plant over the last five years.

## APPENDIX 5

### DEFINITIONS OF THE PATHWAYS OF FARM BUSINESS DEVELOPMENT USED IN THE ANALYSIS

- **Industrial Farms:** These farms were selected on the basis that they had answered YES to three or more of the following criteria:

That they had purchased land over the last five years

That they had intensified over the last five years

That they had increased specialisation over the last five years

That they had ceased a non-profitable enterprise over the last five years

That they had changed the way farm produce was marketed over the last five years.

That they had purchased a milk quote over the last five years

- **AFE Farms:** These farms were subdivided into two groups: those with an agricultural AFE (AFE codes 1 to 31) and those with a non-agricultural AFE (remaining AFEs). They were further subdivided according to the proportion of farm profit which the AFE generated. If the AFE contributed less than 10% it was classified as 'principal'. The sub-groups, agricultural and non-agricultural, were mutually exclusive, however, if a farm had more than one AFE it could be countered under both headings. Similarly for farms with more than one AFE, one could contribute less than 10% and the other more than 10% to farm profits, so farms could have both marginal and principal AFEs.

**OGA Farms** Other gainful activity (OGA) farms were defined as those where the farm operator and/or any other family member/relative who works on the farm, has an off-farm job. The off-farm job could be full-time, part-time or seasonal.

- **Winding Down Farms:** For these farms, the farmer was aged over 50 years with no successor on the farm and the presence of two or more of the following:
  - amount of land leased out is greater than amount of land actually farmed.
  - Farmer has sold/leased or plans to sell/lease out a milk quota.
  - Farmer has sold land/buildings or plans to sell land/buildings.
  - Farmer plans to exit farming altogether
  - Farmer has or intends to extensify/cease an enterprise
  - Farmer is employed only part-time on the farm and has no off-farm income.
  - Farmer has plans to retire.



- **Traditional Farms:** Farms not classified as industrial, AFE, OGA or winding down farms, were classified as traditional farms. Therefore, traditional farms and the other categories were mutually exclusive.

## APPENDIX 6

### PHYSICAL, SOCIOLOGICAL AND BUSINESS VARIABLES USED IN THE DISCRIMINANT ANALYSIS

<b>Variables used</b>	<b>Description</b>
G21AGE	Farmer's age
CHILD	Number of children > 16 years
YCHILD	Number of children < 16 years
PWU	Other gainful activity work units
FAMWU	Total family work units
ADULTS	Number of adults on the farm
HHOLD	Number of households
G21EDUC	Farmer's level of education
G22EDUC	Spouse/other family member's level of education
OFFICIAL	Official positions held in the community
HIFARAT	Ratio of hired to family labour
HSTAFFWU	Hired staff work units
ADJPROF	Profit per adjusted hectare
ADJDEBT	Debt per adjusted hectare
TAKEOVER	Year farmer took over farm
URBAN	Distance from an urban centre
ROAD	Distance from a main road
G21SKILL	Farmer's level of training
G22SKILL	Spouse/other family member's level of training
FAMWORK	Number of family members working on the farm
INTEST	Number of non-AFE contacts with organisations
FARPWU	Farmer's OGA work units
SPOPWU	Spouse/other family member's off-farm work units
ADJAREA	Adjusted area
TENURE	Percentage of tenanted land
LANDQU	Proportion of improved land – land quality
ADJRATE	Adjusted stocking rate
FARMDEBT	Level of farm debt

## APPENDIX 7

### THE RANGE OF AFEs IDENTIFIED FOR INCLUSION IN THE STUDY CLASSIFIED BY BROAD AFE TYPE

#### NEW CROPS

- 01 new grain
- 02 new vegetable
- 03 new fruit/berry
- 04 new oilseed
- 05 new industrial
- 06 medicinal
- 07 essential oil
- 08 nursery
- 09 organic crops
- 10 other

#### NEW LIVESTOCK

- 11 new cattle
- 12 new pig
- 13 new sheep
- 14 new poultry
- 15 organic/free-range
- 16 fish farming
- 17 deer
- 18 goats
- 19 rabbits
- 20 bees
- 21 snails
- 22 bison
- 23 system new to the region
- 24 sports horses

#### FARM WOODLAND

- 25 timber
- 26 fuelwood
- 27 biofuel
- 28 silvo-pastoral
- 29 silvo-arable
- 30 externality
- 31 other

## **ON-FARM SERVICES**

32	accommodation
33	self catering
34	caravan/camp site
35	fixed caravan
36	shooting
37	fishing
38	nature trail
39	open day
40	farmhouse teas/café
41	livery/racing/stud
42	Pony trekking
43	Sporting facilities
44	Letting buildings
45	Kennel/cattery
46	Landscape gardening
47	Mineral extraction
48	Contacting
49	Other – specify

## **ON-FARM RETAILING/ PROCESSING MANUFACTURE**

50	farm shops
51	pick-your-own
52	market stall
53	freezer sales
54	door-to-door sales
55	Postal sales
56	Dairy processing
57	Meat processing
58	Fruit and vegetable processing
59	Grain processing
60	Craft/timber manufacturing
61	Engineering
62	Other