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## THE AGRICULTURAL CONSULTANCY ACTIVITIES, STRUCTURES AND FEATURES PERFORMED IN THE TERRITORY OF THE OLT COUNTY

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**SUMMARY:** *The paper analyzes the consultancy activities organization and development in Olt County during the period 2008-2012. The average number of villages returned to a consultant was of 7, and the number of farms of 6441. It was found that most activities are represented by organizing seminars and group counseling, workshops, group visits and demonstration.*

*As a consultant's work appreciation activity it has been analyzed the number of projects carried out or in progress. In the period 2008-2012 there were carried out 2010 projects and the average per consultant was of 184, which means 37 per year. The projects carried out or in progress were directed predominantly to invest in vineyards, orchards, the purchase of agricultural machinery and vegetable greenhouses, and animal production.*

*Highlighting these problems, it was shown on the one hand, the need to know the current situation for all consulting activities performed and on the other hand the hierarchy existence of the main technical and socio - economic problems structure manifested at the farm level.*

**KEY WORDS:** *consultancy, consultancy activities per consultant and on village, individual consultancy, group consultancy, projects carried out.*

### INTRODUCTION

The consultancy activity has experienced great changes in the organization and the activities it carries out. At the establishment, in 1998, the National Agency for Agricultural Consultancy had as activity object the specialized technical assistance, managerial consulting, professional development, technical assistance for the implementation of research results and ensuring the informations flow necessary for agricultural producers from private sector and for agriculture specialists [3]

Despite the fact that farms need consultancy, this activity was continuously reduced, the state was limited at maintaining consultants responsible for a few villages and are deprived of any material means. In the most part, this consultancy activity was oriented towards training and counseling activities for drafting projects for the European financial accessing funds [2].

This paper attempts to quantify the organizing way of the consulting activities in Olt county, through the consultants number, the villages and farms number per consultant, and the activities carried out by consultants through the activities number for individual and group consultancy, the rural development projects number incumbent on the consultant, farms and villages.

### MATERIAL AND METHODS

The data analyzed were provided by consultants that develop their activity in Olt county, based on a questionnaire that included quantitative information (surfaces, number of farms, number of projects, et.), and also evaluations.

The indicators were determined regarding the consultancy activity, in Olt County, in absolute values and as percentages, which characterizes activities carried out by the 14 consultants (C1-C14) during the period 2008-2012. It allowed comparative analysis and interpretation for the 98 villages of the county, where there is a number of 90 170 farms, of which 2574 are legal entities. By appropriate indicators it has been made referrences on the group consultancy on actions types, on consultant and on villages and holdings, on the projects number structure of village interest to holdings , carried out or completed, on county area or of a consultant.

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## RESULTS AND DISCUSSIONS

The work ensemble was structured through a differentiation through which it followed the existing / created trend on: rural development projects as a consulting activities result, the consultancy structure forms in the topics approached, technical specialized assistance and its deployment area.

**1.- The specialised technical assistance and its deployment area for the Olt County agricultural holdings.** Regarding the conditions for activities deployment in 2012, Table 1 illustrates aspects of the 14 consultants activities that develop their activity in the 98 municipalities where there are 90170 agricultural holdings, from where, we can conclude the following:

Table 1. The area main characteristics where the consultants are developing their activity

Consultant	No. Villages per consultant	Average distance from Slatina	Holdings on consultant		Projects carried out or in progress	
			Total	From which with legal form	Total	From which average /year
	no.	km	no.	no.	no.	nr.
<b>C1</b>	7	93	4037	8	338	67.6
C2	3	29	2084	219	55	11
<b>C3</b>	7	60	4069	64	81	16.2
C4	8	87	3277	393	384	76.8
<b>C5</b>	8	89	3546	149	354	70.8
C6	9	46	12113	62	183	36.6
<b>C7</b>	7	15	7081	90	138	27.6
C8	11	38	13160	255	178	35.6
<b>C9</b>	8	29	16392	1238	115	23
C10	7	47	3013	163	147	29.4
<b>C11</b>	5	46	2010	27	191	38.2
C12	6	20	7543	28	83	16.6
<b>C13</b>	7	16	9641	328	211	42.2
C14	5	49	2204	25	116	23.2
Total, of which:	98	49	90170	3049	2574	514.8
per consultant	7	X	6441	218	184	37

Source: Emil Marinescu, 2013, Questionnaire Agricultural Consultant, Olt County [1]

- the villages average number on consultant is of 7, with limits between 11 (C8) and 3 (C2) and spatially, the average distance from the city of Slatina is of 49 km;
- the average holdings number on consultant is of 6441, but ranging from 2010 holdings (C11) to 16392 holdings (9). Of these holdings only 3.81% have a legal form;
- the projects number that were carried out during 2008-2012, on total is of 2574, and the media on consultant was 184, which means 37 per year (the average amplitudes being significant between 11 and 42.2).

By highlighting all these issues show that the consultancy work was carried out under different conditions for each consultant, with no criterion for allocating of villages or holdings on consultant.

**2.- The consultancy structure forms within the topics approached.** One of the main forms of consultancy, is the individual consultancy at the farm level on technical and socio-economic problems. Thus, the individual consultancy structure on consultant, presented in Table 2, for the same structure of the 14 consultants (C1 ... C14), are given these individual consultations both on total but also for 5 years consultations at 100 holdings and annual average consultations for

100 holdings. The values given in the table are based on 2008-2012 period achievements, highlighting the following:

Table 2. The individual consultancy structure per consultant and per holdings in the period 2008-2012, in Olt county.

Consultant	Individual consultancy		Total holdings no	Consultations on 5 years at 100 holdings no	Consultations annual average at 100 holdings no
	no	%			
C1	1502	1.4	4037	37	7.4
C2	14320	12.9	2084	687	137.4
C3	10250	9.2	4069	252	50.4
C4	16385	14.7	3277	500	100
C5	11450	10.3	3546	323	64.6
C6	2550	2.3	12113	21	4.2
C7	4518	4.1	7081	64	12.8
C8	10510	9.4	13160	80	16
C9	2865	2.6	16392	17	3.5
C10	9800	8.8	3013	325	65.1
C11	1366	1.2	2010	68	13.6
C12	7543	6.8	7543	100	20
C13	17000	15.3	9641	176	35.3
C14	1160	1	2204	53	10.5
Total, of which:	111219	100	90170	X	X
per consultant	7944	7.14	6441	123	24.7

Source: Emil Marinescu, 2013, Questionnaire Agricultural Consultant, Olt [1]

- The total consultations number of 111219 renders an average of 7944 individual consultations, being reported the amplitude that at ponderal level is between 1.2% (C11) and 15.3% (C13);

- The consultations on five years at 100 holdings also recorded variations between 17 (9) and 687 (C2).

- Annual individual consultancy activity on 100 holdings consultant oscillates between 3.5 (9) and 137.4 (C2);

It was further pursued the consultants group activities structure played differently in Table 3, from which have emerged the following:

- on total county was registered a total amount of 20878 group consultancy actions for the 14 consultants. Analyzing the activities on consultant are found differences that are significant compared to the total, being reported percentage levels ranging between 0.2% and 32.2% (the average being of 149.07 consultancy actions on consultant);

- It appears that most group activities are held by seminars and roundtables group (56.60% of total) and group visits demonstration (8.26% of total);

- at the task assignment consultancy for 5 years, for the 98 villages, it is found an amplitude between 13 actions (C14) and 361 (C3);

- regarding the annual village actions is indicated the situation in which it is registered an amplitude between 3 actions (C14) and 193 actions (C13);

- It is interesting that out of the 20 878 group activities, 6337 are for environmental care, which means that the consultants activities have a civic character.

Table 3. Group consultancy structure on ways of actions, on consultant and pvillages , in the period 2008-2012, Olt County

Consultant	Group Consultancy (total actions)		From which:				Villages distribution		
			By group	Demonstration visits	Experience exchanges	Care for environment	Villages	Actions /5 years	Annual actions
	No.	%	No.	No.	No.	No.	No.	No.	
<b>C1</b>	319	1.5	-	181	81	57	7	46	9
C2	725	3.5	470	115	27	113	3	242	48
<b>C3</b>	2530	12.1	1150	115	115	1150	7	361	72
C4	2559	12.3	1455	580	137	387	8	320	64
<b>C5</b>	793	3.8	510	46	42	195	8	99	20
C6	419	2	285	70	46	18	9	47	9
<b>C7</b>	702	3.4	148	61	12	481	7	100	20
C8	3181	15.2	2794	101	101	185	11	289	58
<b>C9</b>	1367	6.5	1037	110	110	110	8	171	34
C10	751	3.6	461	156	0	134	7	107	21
<b>C11</b>	52	0.2	19	7	7	19	5	10	2
C12	657	3.1	261	79	56	261	6	110	22
<b>C13</b>	6760	32.4	3205	175	175	3205	7	966	193
C14	63	0.3	22	5	14	22	5	13	3
Total, of which:	20878	100	11817	1801	923	6337	98	213	43
per consultant	1491	7.14	844	129	66	453	7	15	3

Source: \*(seminars,roundtables), Questionnaire Agricultural Consultant, Olt County[1]

All these problems of individual and group consultancy activities at the villages territorial level , pursue a quantitative aspect regarding the consultants activity, but also a qualitative aspect that refers to the structure of the citizens.training

**3. Rural development projects as a result of consultancy activities in Olt County.** One of the activities to which was oriented consultancy activity was to know the direction of rural development projects or even drawing support for these projects. Such , the activity could shape on the one hand the consultants analysis the projects number and their destination structure.

Structural analysis of the number of projects undertaken or completed, was made for the following activities: agricultural machinery procurement, establishment of greenhouses, greenhouses, vineyards, orchards, livestock, different forms association and production valorification.

From the projects analysis shown in Table 4, it shows the following:

- in the activities, the largest share is held by design activities for the establishment of greenhouses, solariums, vineyards, fruit bearing (35.2%), purchase of agricultural machinery (29.5%) and animal husbandry (25.4%) , which cumulated to the total of 2010 projects , have 90.1%;

- The projects average number that were carried out during 2008-2012, on consultant was of 144, which means 37 per year;

- Analysis of projects number in five years reported at 100 holdings, is projecting a differentiation on consultants that is also significant, meaning the variations are between 0.5 and 10.7 which would be an average of four projects per year;

Table 4. The projects structure for agricultural holdings, performed or completed, on the territorial area of a consultant, Olt County, during 2008-2012

Consultant	Total projects		<i>din care pe activitati</i>					<i>Exploat. agricole</i>	
			Agricultural machinery purchase	Greenhouses, solariums, vineyards establishment	Animal breeding	Diferent forms association	Production valorification	Total holdings	Projects on 5 years/100 holdings
	nr	%	nr	nr	nr	nr	nr	nr	
C1	209	10.4	36	56	52	33	32	4037	5.2
C2	36	1.8	13	11	8	2	2	2084	1.7
C3	81	4	0	44	37	0	0	4069	2
C4	350	17.4	85	183	18	8	56	3277	10.7
C5	313	15.6	57	214	22	5	15	3546	8.8
C6	142	7.1	65	25	43	0	9	12113	1.2
C7	108	5.4	7	12	84	1	4	7081	1.5
C8	120	6	18	4	96	1	1	13160	0.9
C9	84	4.2	22	18	42	1	1	16392	0.5
C10	108	5.4	46	30	23	0	9	3013	3.6
C11	172	8.6	147	0	25	0	0	2010	8.6
C12	58	2.9	9	14	35	0	0	7543	0.8
C13	138	6.9	18	97	12	6	5	9641	1.4
C14	91	4.5	70	0	14	1	6	2204	4.1
Total	2010	X	593	708	511	58	140	90170	2.2
	100,0	100	29,5	35,2	25,4	2.9	7	X	X
Projects/consult	144	X	42	51	37	4	10	X	X
Projects/village	21	X	6	7	5	1	1	X	X
Projects/100 holdings	2.23	X	0.66	0.79	0.57	0.06	0.16	X	X

Source: Emil Marinescu, 2013, Questionnaire Agricultural Consultant, Olt [1]

- It is interesting to analyze the projects number at 100 holdings, which is of 2.23, represents approximately 1 project at 200 holdings per year;
- The projects number in the equipment procurement reveals that they were performed 593 projects, which represents 6.5 per 1000 farm projects, or 1.3 projects per year at 1000 holdings.

The brief overview of the Olt County Agricultural House activities organization and conduct enables us to draw a parallel with the establishment of Agricultural Chambers in France, where the idea was set up since 1840. After numerous attempts, the law was approved on January 3, 1924, and the law from 1927 specifies its resources, from where it becomes practical operational. For the French State, The Agriculture Chambers, is the only agriculture economical representant and responsible for the implementation of agricultural and rural development policy [4].

Certainly the adoption of the functioning law of Agriculture Chamber will bring changes in the organization and functioning of agricultural consultancy in the country.

## CONCLUSIONS

From the organization and running analysis of the main consultancy activities in the county Olt, we draw some conclusions aimed at improving this work.

1. Analyzing the conditions for conducting the consultancy activities in Olt county, it appeared that the average number of villages per consultant is 7 and the number of holdings per consultant is 6441 farms, which is a great load level for a consultant .
2. In Olt county, individual and group consultancy forms were the main forms for consultants activity.
3. An appreciation of consulting activities is represented by the number of projects that have been conducted over the period 2008-2012. On a consultant the average for 5 years is 184, which means 37 projects per year and consultant.
4. In the projects structure is predominant the investment field for the establishment of greenhouses, solariums, vineyards, trees, plant and animal production.
5. By highlighting all these issues it is clear the existing situation need knowledge in the holdings and villages in order to make an inventory, while prioritizing the problems facing agriculture and municipalities in the county of Olt.

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