

The Needs of Agribusiness Development

Oni Municipality



1. Introduction

In September 2014, the Association of Young Economists of Georgia (AYEG) in partnership with the humanitarian organization “People in Need” conducted an assessment of the needs of agribusiness, from which the present information regarding the municipalities of the region of Imereti was obtained. The results will assist local, regional and central government officials in the joint planning of agriculture development projects in the regions of Imereti and Racha.

The study was conducted within the framework of the project “Support of Cooperatives in the Region of Imereti, Georgia”, with the financial support of ENPARD Georgia and Czech Development Agency.

2. Methodology

The agribusiness needs assessment was conducted on the basis of a selection of representatives from Oni Municipality (individual respondents and focus group participants) who shared their views and ideas regarding the strengths, weaknesses, opportunities and risks of local agriculture businesses. The following methods were used for research purposes:

- Desk Research;
- Focus Group Discussions;
- In-Depth Interviews;
- Priority Diagrams;

The interviewers and facilitators assisted the respondents in the analysis and categorization of their ideas. After the development of a SWOT analysis, the respondents conducted prioritization of solutions using priority diagrams. In order to collect information, AYEG developed in-depth interview and focus group guidelines (see Appendix), which encompasses open questions and study issues.

Focus group meetings and individual interviews were conducted by experts of AYEG. Technical assistance, facilitation of interviews and discussions and preparation of transcripts were provided to the experts by students from Akaki Tsereteli State University. A special training session was held for the students where they were given relevant technical tasks. The analysis of the retrieved information was carried out by AYEG experts using a deductive approach. The analysis is based on grouping data on the basis of identification of similarities/common trends and identification of differences.

In the field of agriculture, mainly livestock farming (cattle, pig, bee farming) is developed in Oni, as well as some land farming (fruit, vegetable farming) and viticulture.

The following table shows the data collection methods with regard to the categories of the respondents.

Respondents	Focus Groups	In-depth Interviews	Priority Diagrams
Small Sized Farmers (<1 ha of land);	2 Focus Groups		Applied
Medium Sized Farmers (1 to 3 ha of land);	1 Focus Group		Applied
The main suppliers of agriculture (seeds, chemicals, pesticides, etc.) and Large Sized Farmers (>3 ha of land);		5 Interviews	

Unfortunately, official data regarding municipalities in the field of agriculture does not exist. Therefore, the information used for drafting the municipality profile and other agricultural information was mainly provided by Oni Municipality.

Focus group meetings were conducted in Oni Municipality from September 28-29, 2014. Two meetings were with small farmers (owners of <1 ha land and livestock farmers) and one meeting with medium farmers (owners of 1-3 ha of land and livestock farmers). Each focus group meeting was attended by an average of 8-10 farmers. In addition, five in-depth interviews were conducted with medium farmers, two with cattle farmers and one potato farmer. An interview was also conducted with the local guesthouse owner and another with a local veterinarian. A specialized questionnaire was used with focus groups participants and for individual interviews, which is provided in the Appendix.

3. Profile of Oni Municipality

General Description

The municipality of Oni is located in the north-eastern part of Western Georgia and is an administrative-territorial unit in the Racha-Lechkhumi and Kvemo Svaneti region. It is 135 thousand ha by size and agricultural lands occupy 45 thousand hectares, which consists of 30% of the total area of the municipality. From the east the municipality of Oni is situated near Java, from the west Ambrolauri and Lentekhi, from the south the municipalities of Sachkheri and in the north



the republics of Kabardino-Balkaria and North Ossetia. The area measurement is 1359.4 km². There is one city and 64 villages in the municipality. The city of Oni is the administrative center of the municipality. It is located on the left bank of the Rioni River, deep in the valley, at an altitude of 830 meters above sea level.

Oni has a moderately humid climate, with reasonably cold winters and long warm summers. The average annual temperature is 10 ° C-: the coldest month of the year has temperatures on average of - 1 ° C, while 20.4 ° C in the warmest month, July.

Demography

According to the data of 1 January, 2014, the municipality has a population of 8,100 people, out of which 3150 live in the city Oni, while 60% live in the villages. The population density is six persons/km², which is 10 times less than the country's average, 67 persons/km². Also, 60% of the population is more than 65 years old, with the issue of internal and external migration still remaining.

Economy

In the past, the main fields of income for Oni Municipality were bottling of mineral water, barite production, manufacturing businesses, transportation services, agriculture (livestock farms) and a garment factory. The main income fields however have drastically changed, which was due to change in the country's social and economic formation. The municipal budget is provided through equalization transfers. Currently, the population is mainly engaged in agricultural work– such as livestock farming and beekeeping. Since the municipality is rich in water resources the development of fish and trout farming is possible.

Agriculture

Agriculture is the key area of employment in Oni Municipality. However, it is not properly modernized and mainly takes the form of organic farming. It is largely oriented towards the supply of household food. The municipality is unique in its area fragmentation which is caused by various factors, including the landscape, which makes the expansion of agricultural lands difficult. In addition, most of the families own less than 1.25 ha of land, while 80% or more of the agricultural land is not registered electronically.



Agricultural land plots cover a total of 45 thousand ha, including 16 thousand hectares of grassland, 27 thousand acres of pasture, 257 acres of perennial crops, and 2,000 hectares of arable land, which is only 2% of the total area, with 68 thousand hectares situated in forest area.

The primary annual cultures are corn, beans and potatoes. Of these, 70% of the harvested area is for potatoes. The average yield does not exceed 10 tons per hectare.

Viticulture is also a priority in such more or less mountainous villages, for which the yield per hectare is three tons.



Livestock Farming

Livestock farming is one of the leading fields of the municipality, which has genuine perspectives for greater development. The livestock is mainly comprised of bovine cattle; therefore the main direction of livestock farming is the production of meat and dairy products. In this regard, there are 14 livestock farms and five factories. In the 1990s, cattle numbered 15,000, but today the number has dropped to 4,000.

The municipality has the potential for livestock farming to become a large and developed field. Nevertheless, it is necessary for existing problems to be solved, including the rehabilitation of roads in order to access pastures. A Georgian-Swiss farm "Blaunshtein-Georgia" is functioning in the region and has been successfully improving the local breed through artificial insemination. As a result, a meat and dairy breed of cattle is produced, which is perfectly adapted to the local climatic and terrain conditions. The same company also opened a meat processing factory and slaughterhouse.

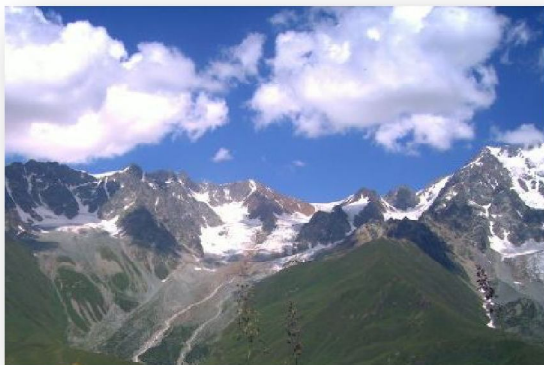
Pig farming is underdeveloped in the municipality and to a certain extent pigs from Rocha are regarded as some kind of "brand" product. It is necessary for the state to get involved in this issue as well as veterinary services.

Beekeeping is also developed in the municipality. At the moment, 2400 bee farms are accounted for in the region. Due to the local natural-climatic conditions the honey is exceptionally tasty and has medical properties, however issues regarding the realization of the honey are often problematic for the population.

Natural Hazards

The municipality of Oni is located in a mountainous area; therefore natural hazards are particularly active. The municipality is characterized by floods, landslides, mudslides, avalanches, rockslides, river bank erosion and earthquakes. In the last decade, such aforementioned catastrophes have increased especially earthquakes. Earthquakes intensified landslides, which pose a threat to houses and agricultural lands. Such damaged and endangered areas are not accounted for. Almost all villages located in mountainous areas in Oni Municipality are at risk of landslides. The public infrastructure, road sections, bridges, tourist recreational facilities are also in the landslide risk zone.

Oni Municipality is characterized by snowy winters. Avalanches frequently damage the



Oni-Shovi road at the paved sections of Gola and Utseri. There is no disaster alert system in Oni Municipality. Together, the central and local government carried out the following activities in order to fight against the consequences of natural disasters: work on river bank protection, arrangement of dams and gabions, cleaning of the Rioni river bed of inert material, and fixing damaged bridges. However, nothing is

done in the municipality of Oni for the prevention of natural disasters; also natural disasters are not taken into account during land use and the spatial planning of infrastructure projects.

4. Agricultural Business Needs

The agricultural business needs of Oni Municipality are presented in the form of a SWOT analysis (strengths, weaknesses, opportunities and threats), which include the results of the focus group meetings and in-depth interviews.

Strengths

According to the participating small and medium farmers of the focus group one of the strengths of the local agriculture sector is the ecologically-clean environment and proper climate conditions, which promote the development of beekeeping and livestock farming.

Alpine pastures and hay lands provide significant strength for the field of livestock farming, with one of the focus group farmers stating: "Oni has natural treasures - we have truly unique grasslands. We have the biggest area and best quality of meadows and pastures in Georgia". Forest resource is also one of the major strengths of the municipality, which allows for the field of agriculture to develop in different directions. One of the participants of the focus group stated: "Forest resources should be used since there is already a base for beekeeping and livestock farming. The resort forest lands are large and should be developed. The development of the forest sector is inexhaustible; it is a very rich resource".

Livestock farming, bee farming and potato cultivation have been stated by small and medium sized farmers as the agricultural fields which have positive prospects for development and for which there already exists significant experience. Most small- and medium-sized farmers are traditionally involved in livestock farming and their stated concerns are mostly in this field.

Additionally, Oni is rich in hydro resources, which opens up the possibility of the construction of small hydropower plants. Also, the unique nature together with acidic waters creates a good environment for the development of tourism, especially agro-tourism. The owner of the hotel in Shovi stated: "Shovi is a resort area, but besides this we our own agriculture and natural products. Although the conditions need to be improved, many tourists don't like our conditions and want more comfort. There would also be tourists in the winter but I don't have heating".

Weaknesses

The focus group participants as well as the respondents of individual interviews feel that the low availability of agricultural machinery is a major weakness. One of the participants stated: "If we forget about the fact that there is a general lack of machinery, there is also no plowing equipment in Oni. After the land is plowed it needs harrowing, which takes about one or two weeks since the necessary machinery is almost always unavailable, and the reason why the crops are planted late.

Also, another problem is the nonexistence of small machinery, which is important because of the specifications of Oni's landscape. One of the focus group participants informed us that: "In Ambrolauri there is a limited company, "Mechanizator", which serves the entire region. It is 25 kilometers from Oni to Ambrolauri and 55 kilometers from Oni to Gheba, and because of the distance the cost for service is very high. For example, this year the government instituted free plowing, but this did not work out so well because of insufficient machinery. The tractors were too big for the landscape of Ghebi and because of the fragmented land plots the tractors were not able to plow with their aggregates. Small tractors are apt for our landscape". As mentioned beforehand, machinery is a severe problem in the municipality. One of the respondents, who works as a livestock farmer, stated that accessibility to mowing machinery has a direct impact on the outcome of his work: "We do not have the machinery needed to mow and to transport this hay later. The livestock are in the mountains during the summer and therefore this is not an issue but the hay is necessary for the winter - if you can't transport the hay then it is impossible to have

livestock". The farmers believe that if the issue of machinery is resolved then many problems regarding livestock farming and land farming will be solved.

Almost every farmer who is engaged in livestock farming stated access to veterinary services as a severe problem, meaning that there is a lack of veterinarians, as well as sufficient knowledge from this profession. This issue has become particularly acute after almost every family lost their pigs to some kind of disease, of which has not yet been discovered. One of the farmers stated: "There is a severe problem with pigs dying, there is no doctor and when there is no doctor there is no medicine and consequently the whole village lose their pigs.

Focus group participants reported that the production of ham and pork was the main source of income for Oni, while raising pigs was also very cheap. In addition, there is a problem concerning disease control of livestock, both small and medium farmers stated: "Many things are changing in the field of veterinary medicine; new disease are evolving, new medicines are being introduced, therefore even though the veterinarians have knowledge they must have regular trainings to update this knowledge. District vegetarians are also required who will be able to come to the farms and provide consultations".

The nonexistence of a slaughterhouse is one of the hindering factors for small and medium sized farmers and for the population of Oni in general, with one of the farmers from the focus group stating: "We do not have a meat grinder, we are told to take the cow to the Ambroaluri slaughterhouse, but that would require about 200 GEL to get there from Skhmeri therefore almost no one is able to do this and we do not have the resources needed to build one although if someone were to assist us in building a slaughterhouse we would certainly use it." The farmers had been informed that a Swiss-Georgian company is planning on opening a slaughterhouse although one farmer stated: "this does not resolve the problem since it is far and transportation costs are very high".

The realization of agricultural products is also problematic for local farmers. A focus group participant, who has been a beekeeper for many years, stated that: "I've been told many times to develop and expand my business but at the time being I have 10 bee hives and I am having difficulty in the realization of the honey. If I were to be assisted in the realization of my product then I would think about developing my business". One of the small farmers said that "we want to develop our businesses and would work harder even to harvest the land using cattle and our bare hands but we are having difficulty with the realization of the amount of products which we already have now so it would be of no use." The farmers believe that the problem of realization is caused by the distance between the cities and villages, with one pointing out: "If better transport routes were to be developed, life would radically change for us for the better". Also several focus group participants stated that the development of tourism would also help in the realization of local products.

Additionally, one of the stated weaknesses was low accessibility to different programs; for example agro loans, grant initiatives of international organizations, etc. According to a local farmer, "two farmers took advantage of the program, for which they mortgaged all their

property for a 5000-7500 GEL loan. Also, there are no credit officers in the district; a credit officer has to come from Kutaisi for this service”.

In addition, several respondents claimed that the registration process of land in their possession is problematic, which is linked to additional financial costs and complex procedures; as such, many are not able to apply for loans. The participants also mentioned “Produce in Georgia Program”. For example, in the framework of “Produce in Georgia Program” 20 million GEL is allocated for Racha-Lechkhumi and Kvemo Svaneti, making it possible for 50-60 people to start small businesses with 15000 GEL each in agricultural and other fields; however, there is a problem concerning migration. Even with such financial means, if there are no people then the produce will not be profitable. Due to such types of programs being implemented therefore it is in the best interests of the government to reduce migration. A respondent, the owner of a guesthouse, stated: “There are some state programs aimed at the development of agriculture but they are chained to commercial banks. It is impossible to receive a low-interest loan with state programs”.

Opportunities

The following priorities were identified regarding the agricultural development of the municipality of Oni: cattle farming, pig farming and beekeeping. In addition, the natural climate and acidic water resources provide an opportunity for tourism development. In addition, it should be noted that fish breeding farms and trout



farms have great prospects because of the natural conditions of the region. Focus group participants identified the areas in which the prospect of development is high in the region. A selection of views from small- and medium-sized focus group participant farmers include: “Beekeeping is very successful in our region”; “There are good conditions for livestock farming, we have unique pastures”; “Cattle farming is profitable although pig farming gives a greater level of profit in a shorter period of time and does not cost as much”.

In addition, for field evaluation it is interesting that some focus group participants mentioned fields which are not so widespread and relevant at the moment but rather hold greater potential for developing profitable work in the future. One of these fields was the growth of walnuts, with one of the participants stating that the land in Oni is perfect for the growth of walnuts. Another unique opportunity stated was fir seedlings and the development of a fir tree farm: “Fir tree seedlings from the municipality of Ambrolauri have been sold across the global market; there are countries in Europe where they are not able to produce these for themselves with some villages in Ambrolauri making a sizeable profit from this. Although our trees are not as good as the ones in Ambrolauri we still

shouldn't be cutting them down; rather we should be saving their roots over a period of 2-3 years and if processed well they can be sold for a good profit".

The farmers of the focus group stated that access to machinery and road rehabilitation are ways in which all the aforementioned fields can be developed. One participant said that "a road leading through the forest is needed. We are unable to use agricultural land since there is no road leading to it ". Also the farmers believe that alternative, shorter roads from the villages to the city will help them in the realization of their products. A lack of machinery is an issue which is relevant for all farmers. There are two main aspects to the problem: first of all, Oni does not have its own necessary equipment and machinery, which means that the farmers must wait for the machinery to arrive from Ambrolauri; and second, that the machinery is big and cumbersome and therefore is frequently unsuitable for the local landscape, although the use of such machinery is the only way some lands can be harvested. There is also a very large amount of hay lands although farmers are unable to mow such areas because of the large scale machinery and also because transportation of hay is very difficult. Hay, however, is needed for the development of livestock farming: "If we are provided with accessibility to the right type of machinery at the right time then many fields will be able to be developed", one of the small farmers noted.

It is also important that qualified agronomists and veterinarians are available in the municipality. In addition, the farmers' opinion is that access to appropriate laboratories is necessary. One such respondent stated that, "land research is not being conducted; there is no laboratory for this purpose. There is also no veterinary laboratory. One has been opened in Ambrolauri although this too far for us". The local veterinarian believes that periodic trainings are important in order for them to receive information about new diseases and methods of fighting them. He also stated that: "local veterinary stations should be opened because farmers are not able to get to the veterinarian in time. If local veterinary stations were available the vet would be able to evaluate the animals locally. Also it is important that state programs are available to fight against some diseases. There are some diseases for which the state does not offer financial assistance".

Small- and medium-sized farmers are more or less informed about governmental and international support programs, but many have experienced problems in terms of participating in such programs. Naturally, such programs would assist farmers in the development of their agricultural businesses or give them the opportunity to implement new initiatives. The focus group participants identified the need to better inform farmers about who can participate in these programs and how it is possible. However, business consultation is also important in order for small- and medium-sized farmers to be able to develop business plans. According to one such farmer, with whom many others shared a similar view, "there have been opportunities to participate in many good programs although the local population never did because of a lack of training. They must be taught how to prepare a business plan and to also develop other skills. For example, a person who wishes to open a honey processing factory needs all kinds of training and knowledge. We know the product is natural and environmentally healthy, but it would require a variety of skills and training to prepare this product for sale, which we lack". It is noteworthy that

the majority of focus group participants agree that proper knowledge and skills are necessary for writing business plans and for business management. One of the farmers stated that: "First of all the farmers should be provided with the relevant knowledge in order for them to be able to receive grants and later to successfully run their businesses; but no one is thinking about assisting them in this direction".

Threats

Agricultural threats in the municipality of Oni are mainly related to natural catastrophes, with one of the respondents stating that: "Natural catastrophes are one of the main threats since we frequently experience very extreme weather; for instance, in the summer we had flooded rivers, which are situated next to our property. Also, the winter is snowy and often the roads are blocked. I hope more attention is paid to road clearance issues in winter".



Focus group participants also listed earthquakes as threats, and specified that if buildings are not built to withstand 8-9 magnitude earthquakes then they are at high-risk of collapsing.

The farmers who are engaged in land farming see drought as one of the biggest problems, with one mentioning: "This year there was drought and our crops were destroyed; basically we have this problem almost every year". In addition, floods cause irreparable damage to the land. One such respondent explained: "Floods often claim our agricultural lands, and it is therefore necessary to build an embankment which should also be the will of the state. In many villages, landslides take away land. As such, bank protection work should be carried out in almost every village".

Small- and medium-sized farmers also stated the threat of natural catastrophes: mudflow, hail storms and landslides.

Migration is an issue, which is particularly acute in the region. The majority of the population is elderly, with one respondent noting: "What could be a greater threat than if no one remained in Oni? Everyone wants to move from here. There are almost no more young people. Everyone who has made 20 GEL got on a bus and has never returned," said one of the focus group participants. The stemming of migration is a prerequisite for the realization of successful economic activity. One participants said that, "In the first place, the population must be employable. Even with financial support and sufficient machinery there must be people who are willing and able to work. That's why people need to come back. There are not enough workers anymore", while another small farmers stated that "I will do everything in order for my child not to come back here, and even though he deeply loves Racha I don't want him to live in the same conditions in which I do."

Small and medium livestock farmers stated epidemic diseases as one of the biggest threats and that many new diseases have been introduced that the veterinarian is either unavailable or does not have relevant knowledge on which medicine to administer. Individuals who were actively engaged in pig farming were desperately waiting for an answer regarding which disease caused the mass slaughter of their pigs and what can be done to avoid this again in the future."

Oni is a border region which poses a threat according to the farmers' point of view, and they believe that political measures must be taken. This is also connected to the issue of migration since a non-populated region is connected to many political and security risks.

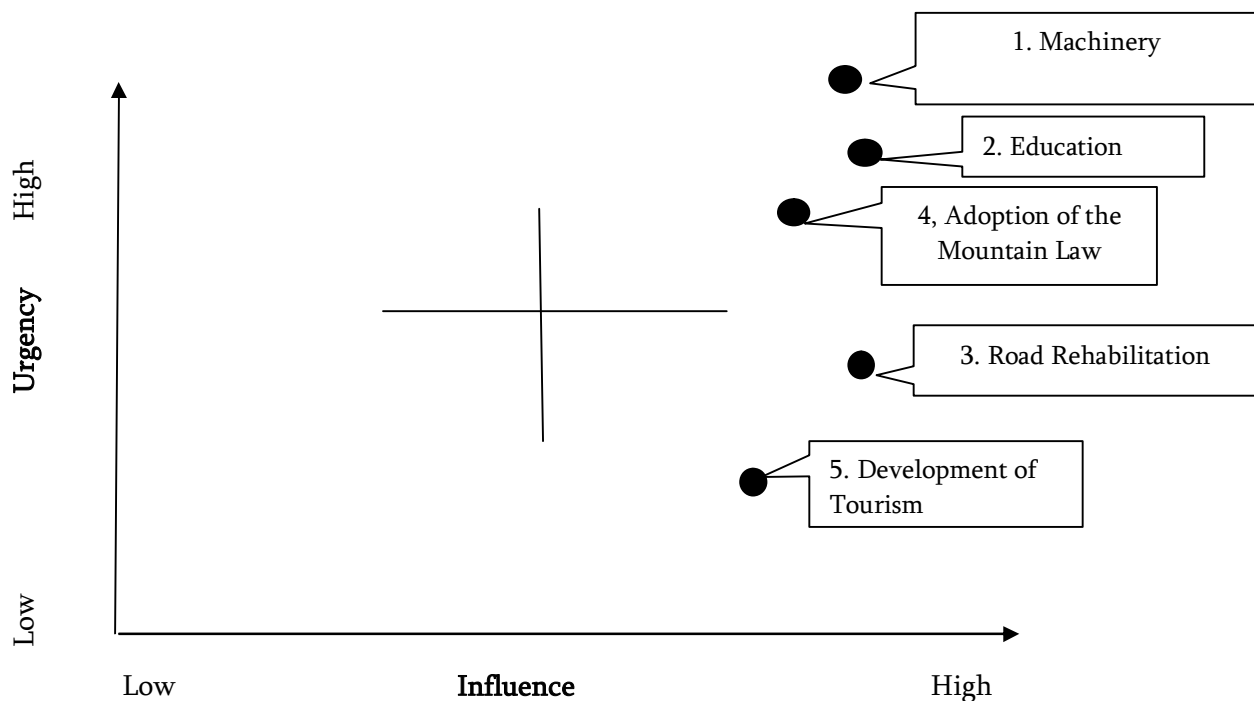
Needs of agribusiness in the Oni Municipality - SWOT Analysis

The opinions of small- and medium-sized farmers are more or less the same; therefore the means of the Oni Municipality agribusiness SWOT analysis will be shown together:

Strengths	Weaknesses
<ul style="list-style-type: none"> • Ecologically-Clean Environment; • Large Forest Land; • Rich in water resources; mineral water. • Large area of mowing lands and pastures; 	<ul style="list-style-type: none"> • Low accessibility to agricultural machinery; • Low availability of qualified veterinarians and agronomic services; • Non-existence of slaughterhouses; • Difficulty of realization of agricultural products; • Low accessibility to different programs (agro loans, grants, etc.)
Opportunities	Threats
<ul style="list-style-type: none"> • Development of Infrastructure, especially roads leading to pastures and hayfields. • Development of livestock farming, especially cattle and pig farming; • Delivery of special training courses for farmers in the agricultural sector; • Provide accessibility to qualified veterinarian and agronomic services; • Control of animal diseases; • Development of plant farming (potatoes, corn, beans, barley, wheat); • Provide information regarding agricultural support programs and projects; • Providing business consultancy in the development of business plans; • Development of beekeeping; • Upgrade of agricultural machinery, increase accessibility to machinery; 	<ul style="list-style-type: none"> • Natural hazards (drought, earthquakes, etc.); • Migration; • Epidemic diseases (pig and cattle); • Close location to the border;

<ul style="list-style-type: none"> • Development of tourism, especially in the fields of agro tourism and acidic water resources; • Development of fish farming; • Construction and operation of small hydro power plants; 	
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The focus group participants, small- and medium-sized farmers, distributed the priorities for the development of the municipality in the following way:



The needs shown on the diagram are:

- (1) Machinery - increase access to high quality agricultural equipment, especially small scale machinery to the specifications of the landscape;
- (2) Education - raising the level of qualification of farmers and improving their level of knowledge in order to increase the efficiency of their agricultural activities. This also includes access to modern technology.
- (3) Roads - one of the most important needs of local farmers is the development of local roads and road infrastructure; the municipality is rich in pastures and meadows, but there are no roads in order to reach the lands
- (4) Legislation – meaning mountain laws which will impose certain benefits for the population living in mountains regions. One of the most important results which this law should bring is to stem the flow of migration.
- (5) Development of Tourism - unique nature together with acidic waters creates a good environment for the development of tourism in Oni, which will have a direct affect on the

stimulation of agriculture while the local population will find it easier to sell local agricultural products.

5. Conclusions and Recommendations

Agriculture is the leading economic field in Ambrolauri Municipality. The following crops are of priority in the administrative unit: potatoes, beans and corn.

The existing conditions of the municipality and the amount and quality of meadows and pastures create good conditions for the development of livestock farming. Livestock farmers are facing problems with regards to accessibility to veterinarian services, while the lack of machinery also makes it difficult to collect and transport hay.

Large areas of forest land and acidic water resources offer the opportunity for the development of tourism, which could become the catalyst for other areas of agriculture.

The following main needs were revealed as a result of the study:

- Implementation of business loan and grant programs designed for small farmers – there is almost no access to affordable loans for agriculture. Farmers find it difficult to participate in programs where co-financing or a property mortgage is necessary in order to receive a loan. Therefore in conditions where loans are more or less accessible for large farmers, small farmers are unable to compete. It is also important that farmers are given to opportunity to receive financing on start-up business ideas.
- The development and introduction of new fields in the region – the region has favorable conditions for the development of fish farming. Water resources and climate conditions allow for the development of trout farming, while growing walnuts may also produce a successful field. The walnut trees of Racha are well-known and have therefore the prospect of selling well. The production of fir seedlings and their realization on the international market is also a possibility. It is important for the market of Oni to be considered as a type of brand market and to gain profit on the distribution of a couple of unique products, with fir seedlings and walnuts potentially good example.
- Support of the Development of Agro Tourism - Oni is rich in natural springs, forests and recreation areas and the potential of the mineral waters is not utilized. The development of tourism will contribute to increased profits for the local population and most importantly will stimulate the development of local fields of agriculture. The farmers believe that with the development of tourism they will have less of a problem selling their products.
- The upgrade of agricultural equipment, increase of access to technology and implementation of new technologies of production - one of the major hindering

factors of the development of agriculture is the low availability of agricultural machinery. In this regard, small and medium farmers actively enjoy free cultivation state program, but believe that the technology is outdated and in most cases inefficient for the conditions of Oni. It is important for the machinery to be located in Oni Municipality itself so that the farmers do not have to go to Ambrolauri.

- Increase the availability of qualified agronomists and more importantly veterinarians - farmers do not have enough access to qualified agronomists and veterinarians. Only a few individuals are able to provide qualified agricultural/veterinary services in the municipality, who lack the sufficient resources to meet high demands. As a result, farmers face problems in product production and storage process (e.g. livestock often suffer from diseases). Accessibility to qualified veterinarians will increase reproduction, meat and milk yields, while diseases will also be prevented.
- Animal disease control – the frequency of animal diseases is one of the obstacles for local livestock development. Consequently, it is important to carry out disease prevention and control activities in the municipality. Pig diseases had a particularly big impact on the population of Oni. Pig farming, which was one of the most profitable areas for families, was practically eradicated therefore it is important for disease control and prevention to be available.
- The development of beekeeping – there are many families in Oni who have a successful beekeeping business, however they frequently have problems related to the realization of their product. The field itself is profitable and in the case of the implementation of new technologies and the support of its sales it might become one of the main sources of income for Oni. There is already a functioning cooperative in the field; it is possible to create a processing factory on its base for honey and other honey-related products. Consequently, beekeepers will be able to further develop their businesses with other farmers also able to work in this area.
- The delivery of special training courses for farmers in the field of agriculture - farmers often lack the skills and knowledge of modern technologies. Farmers also have difficulty buying high-quality fertilizers and chemicals because they do not have the sufficient knowledge of these industrial facilities. In addition, farmers are in need of knowledge particularly in the fields of livestock farming and beekeeping.
- Business consultation in the field of development of business plans - local farmers find it difficult to prepare business plans needed for participating with different states, donors/international organizations and other competitions. Therefore farmers need access to qualified business services. By having access to business consultations, farmers will be able to not only design sufficient business plans, but to increase the effectiveness of their work.
- Conduct frequent campaigns of agricultural support programs and projects – receive accurate and comprehensive information regarding various support programs as projects are often too complicated for local farmers; therefore, special informational campaigns should be conducted periodically in Oni for residents to receive information regarding the state/donor/international and projects of other organizations.

- Reduction of natural hazards - natural hazards such as drought, hail, landslides, avalanches and floods have negative effects on local agriculture. Hence there is a need to take appropriate measures to reduce the damage of natural disasters, which will ensure the maintenance of agricultural assets.

Appendix 1 - Guidelines for in-depth interviews and focus groups

- I. **The main task: assess the performance of the participants with regard to the strengths of their work.**
 1. In your opinion, what are the strengths of your work and how are these portrayed?
 2. In your opinion what is the reason for these strengths? Which factors contribute to their existence?
 3. What factors contribute (possibly contribute) to the maintenance/development of your strengths and what factors have a negative effect on these strengths?
 - II. **The main task: assess the performance of the participants with regards to the weaknesses of their work.**
 1. In your opinion, what are the weaknesses of your work and how are these portrayed?
 2. In your opinion what is the reason for these weaknesses? Which factors contribute to their existence?
 3. What factors contribute (possibly contribute) to the elimination of your strengths and what factors have a negative effect on your already existing weaknesses?
 - III. **The main task: assess the performance of the participants in regard to the possibilities of their work.**
 1. In your opinion, which opportunities will help you in the development/enhancement of your work?
 4. In your opinion what is the reason for these opportunities? Which factors contribute to their existence?
 2. In your opinion what is needed in order for these possibilities to be realized?
 3. In your opinion who should be responsible for the realization of these possibilities?
 - IV. **The main task: assess the performance of the participants with regards to the possibilities of their work.**
 1. In your opinion what are the risk which might hinder your work in the future?
 2. In your opinion what is the reason for these risks? Which factors contribute to their existence?
 3. In your opinion who should be responsible for the reduction/elimination of these risks?
1. Generally what needs do you see for the development of your field?