

QUESTIONNAIRE FOR DIRECT INTERVIEWS – SAPARD BENEFICIARIES**GENERAL DATA****NAME OF BENEFICIARY**

FORM OF MANAGEMENT

Direct management by the leader (solely or mainly with family member workforce)

Direct management by the leader (solely or mainly with workforce outside the family)

Management by employees

Other management form

BENEFICIARY'S YEAR OF BIRTH (NATURAL PERSONS)

BENEFICIARY'S CAPACITY

BENEFICIARY'S GENDER (NATURAL PERSONS)

M F

BENEFICIARY'S EDUCATION (NATURAL PERSONS)

None

Elementary school

Middle school

High school

University studies

Post university studies

Other (please specify) _____

LEGAL FORM

Sole proprietorship/joint venture

General partnership

Limited partnership

Limited liability undertaking

Joint stock undertaking

Cooperative undertaking

Consortium

MAIN LINE OF BUSINESS

ADDRESS, PHONE, FAX AND E-MAIL

DOES YOUR UNDERTAKING HAVE INTERNET CONNECTION?

Yes

No

I don't know / I can't answer

PROJECT DATA

1. THE UNDERTAKING WAS:

Newly established upon accessing the aid

Taken over from another farmer

2. DID YOU APPLY FOR OTHER SAPARD PROGRAMME MEASURES?

Yes

No

3. IF YES, COULD YOU SPECIFY THE OTHER SAPARD MEASURE(S) YOU APPLIED FOR, AND WHAT WAS THE INVESTMENT VALUE?

A) _____ MEASURE

INVESTMENT VALUE _____

PUBLIC FINANCE GRANTED YES NO I DON'T KNOW

B) _____ MEASURE

INVESTMENT VALUE _____

PUBLIC FINANCE GRANTED YES NO I DON'T KNOW

C) _____ MEASURE

INVESTMENT VALUE _____

PUBLIC FINANCE GRANTED YES NO I DON'T KNOW**4. HOW DID YOU SUBMIT THE FINANCING APPLICATION?**Individually Via a specialized association Via a consultant /consulting undertaking **5. IF YOU DID NOT SUBMIT THE APPLICATION INDIVIDUALLY, COULD YOU HAVE SUBMITTED IT OTHERWISE?**Yes No **DATA REFERRING TO THE HOLDING AND TYPE OF ACTIVITY CARRIED OUT****6. PLEASE INDICATE THE TOTAL AREA OF THE HOLDING IN HECTARES**

Hectares _____

7. PLEASE INDICATE THE TOTAL AREA USED

Hectares _____

A) WHICH IS YOUR UNDERTAKING'S PREVAILING ACTIVITY?Growing of cereals, oleaginous crops Growing of flowers and ornamental plants Growing of vegetables (even in open field) Growing of wine grapes Growing of fruits Solely farming of animals Growing of crops together with farming of animals Mixed agriculture/Other, please specify **8. PLEASE INDICATE THE REVENUES OF YOUR HOLDING BY CHOOSING ONE OF THE CLASSES BELOW**Up to € 5,000.00 Between € 5,000.00 and € 15,000.00 Between € 15,000.00 and € 25,000.00 Between € 25,000.00 and € 35,000.00 Between € 35,000.00 and € 50,000.00

- Between € 50,000.00 and € 75,000.00
- Over € 75,000.00

9. WHERE APPLICABLE, PLEASE SPECIFY HOW MUCH HAS THE INCOME OF YOUR HOLDING INCREASED PURSUANT TO THE SAPARD FINANCING?

10. DOES YOUR HOLDING ACHIEVE ACKNOWLEDGED QUALITY BRANDED PRODUCTS, FOR EXAMPLE ECOLOGICAL PRODUCTS?

- Yes
- No

11. IF YES, WHAT IS THEIR PERCENTAGE OUT OF THE TOTAL REVENUES?

- Up to 10%
- Between 10 and 25%
- Between 26 and 50%
- Over 50%

SPECIAL QUESTIONS REFERRING TO THE INVESTMENTS BASED ON THE SAPARD PROGRAMME

12. IF YOU HAD NOT RECEIVED THIS FINANCING, WOULD YOU HAVE STILL PROCEEDED WITH THIS ACTIVITY?

- Yes
- No
- I don't know / I can't answer

13. PLEASE INDICATE THE TOTAL VOLUME OF INVESTMENTS MADE IN THE HOLDING SINCE ESTABLISHMENT UNTIL TODAY

Amount

€ _____

14. OUT OF THE TOTAL INVESTMENTS, WHAT WAS THE PERCENTAGE OF THE SAPARD GRANT?

_____ %

15. DID YOU HAVE TO RESORT TO A CREDIT INSTITUTION TO MAKE THE INVESTMENTS?

- Yes, the loan has already been repaid
- Yes, the loan is still in progress
- No

16. WHAT TYPE OF INVESTMENTS HAVE YOU ACHIEVED?

- | | |
|---|--------------------------|
| Agricultural buildings and lands | <input type="checkbox"/> |
| Machinery and equipment | <input type="checkbox"/> |
| Land reclamation works | <input type="checkbox"/> |
| Intangible investments | <input type="checkbox"/> |
| Forest area enlargement investments | <input type="checkbox"/> |
| Investments aimed at increasing the number of localities with access to forest roads | <input type="checkbox"/> |
| Investments aimed at enlarging the private property areas managed in accordance with the management plans | <input type="checkbox"/> |
| Investments aimed at increasing the productivity in the forest holding sector | <input type="checkbox"/> |

17. WHERE POSSIBLE, INDICATE THE DIRECT AND INDIRECT POSITIVE EFFECTS OF THE FINANCING ACTIONS. PROVIDE A DETAILED DESCRIPTION THEREOF

WORKFORCE**18. HAS THE INVESTMENT ENTAILED STAFF EMPLOYMENT, OR INCREASE IN THE NUMBER OF ASSOCIATES/FAMILY MEMBERS, ETC. INVOLVED IN THE UNDERTAKING'S ACTIVITY?**

- | | |
|-----|--------------------------|
| Yes | <input type="checkbox"/> |
| No | <input type="checkbox"/> |

19. HAS THE INVESTMENT BROUGHT ANY CHANGES TO THE QUALITY STRUCTURE OF THE STAFF?

- Staff members with higher education
- Female workforce
- Young workforce

20. WHAT WAS THE REASON FOR THE CHANGES TO THE QUALITY AND QUANTITY STRUCTURE OF THE STAFF?

- Acquisition of IT technologies
- Automation/mechanization of processes
- Product/service improvement
- Other /please specify _____

QUESTIONS REGARDING THE BACKGROUNDS**21. HOW DID YOU FIND THE ANNOUNCEMENTS PROMOTING THE SAPARD PROGRAMME?**

- | | |
|--------------------------|--------------------------|
| Specialized associations | <input type="checkbox"/> |
| Public servants | <input type="checkbox"/> |
| Local publicity | <input type="checkbox"/> |
| Newspapers | <input type="checkbox"/> |
| Internet | <input type="checkbox"/> |
| Consultants | <input type="checkbox"/> |
| TV | <input type="checkbox"/> |
| Other holdings | <input type="checkbox"/> |
| Other (please specify) | <input type="checkbox"/> |

22. HOW WAS THE OBTAINED INFORMATION?

- | | |
|------------|--------------------------|
| Very good | <input type="checkbox"/> |
| Good | <input type="checkbox"/> |
| Sufficient | <input type="checkbox"/> |
| Scarce | <input type="checkbox"/> |

23. DID YOU ENCOUNTER ANY DIFFICULTIES IN THE RELATIONSHIPS WITH THE PUBLIC AUTHORITIES DURING THE BUREAUCRATIC PROCEDURE OF FINANCING MANAGEMENT?

- | | |
|-------------------------------|--------------------------|
| Yes | <input type="checkbox"/> |
| No | <input type="checkbox"/> |
| I don't know / I can't answer | <input type="checkbox"/> |

24. IF YES, WHAT KIND OF DIFFICULTIES DID YOU ENCOUNTER? (YOU MAY CHOOSE SEVERAL ANSWERS)

- | | |
|--|--------------------------|
| Application submittal costs were too high | <input type="checkbox"/> |
| Time required to obtain the financing was too long | <input type="checkbox"/> |
| Insufficient support and assistance from the institutions during the application submittal phase | <input type="checkbox"/> |
| Too many restrictions in relation to the types of investments as against the holding needs | <input type="checkbox"/> |
| Other (please specify) | <input type="checkbox"/> |

QUALITY AND MARKETING**25. WHERE RELEVANT, PLEASE SPECIFY HOW MUCH WAS THE ADDED VALUE OF THE PRODUCTS IMPROVED IN RELATION TO THE ASSISTED PROCESSING LINES AND DISTRIBUTION DUE TO SAPARD FINANCING?**

26. HOW IS THE UNDERTAKING'S PRODUCT MANAGED?

- Fully sold
- Intermediary situation
- % sold _____
- % self-consumed _____
- % in favor agro-tourism activities _____

27. HOW IS THE UNDERTAKING'S PRODUCT SOLD?

- Conventional product (___%)
- Product biologically certified upon sale (___%)
- Quality branded product (___%)

28. HOW DO YOU SELL YOUR PRODUCTS?

- Directly from the undertaking
- Via manufacturer organizations
- Via commercial intermediaries (wholesale, retail)
- Other (please specify)
- _____

29. THE MARKET OF YOUR PRODUCTS IS:

- Local
- Regional
- National
- European
- Extra-European

30. PLEASE SPECIFY WHETHER THE INVESTMENT HAS BROUGHT ANY CHANGES TO THE:

- Typology of undertaking's products
- Quality of agricultural crops
- Product marketing process
- Other (please specify) _____

31. PLEASE SPECIFY TO WHAT EXTEND HAS THE INVESTMENT CHANGED YOUR MARKET PRESENCE AND/OR YOUR DISTRIBUTION/COMMERCIAL ORGANIZATION?

- Quite a lot
- Somewhat
- Just a little
- Not at all

GENERAL EVALUATION

- 32. PLEASE PROVIDE A GENERAL EVALUATION (ON A SCALE FROM 1 TO 10) OF THE CONSISTENCY BETWEEN THE NATIONAL AGRICULTURAL POLICIES AND THE EXIGENCIES OF YOUR HOLDING (11 = I DON'T KNOW / I CAN'T ANSWER)**

1	2	3	4	5	6	7	8	9	10	11
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- 33. DO YOU HAVE ANY PROPOSALS/SUGGESTIONS REGARDING THE ENCOUNTERED PROBLEMS?**
-

SPECIAL QUESTIONS ABOUT THE MAIN RESULTS OF THE PROGRAMME**MEASURE 1.1 „ IMPROVEMENT OF PROCESSING AND MARKETING OF AGRICULTURAL AND FISHERY PRODUCTS”****1. HAVE THE INVESTMENTS MADE CONTRIBUTED TO THE IMPROVEMENT AND STREAMLINING OF THE PROCESSING AND MARKETING OF THE SPECIFIC PRODUCTS?**

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

2. HAVE YOU NOTICED ANY INCREASE IN THE INVESTMENT VOLUME PURSUANT TO THE IMPROVED PRODUCT QUALITY?

YES % (explain) _____

NO % (explain) _____

3. HAVE THE INVESTMENTS MADE IN RELATION TO THE SANITARY VETERINARY AND ENVIRONMENTAL HEALTH CONTROL IMPROVED THE UNDERTAKING’S INTERNAL QUALITY MANAGEMENT SYSTEM?

YES (explain) _____

NO (explain) _____

4. HAVE THE MODERNIZATIONS PERFORMED AND CHANGES MADE ENTAILED ECONOMIES OF SCALE (COST REDUCTION VIA PRODUCTION INCREASE) AT UNDERTAKING LEVEL?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

5. CAN THE MODERNIZATIONS BROUGHT AND NEW TECHNOLOGIES PURCHASED BE USED IN THE FUTURE AS WELL?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

6. TO WHAT EXTENT HAVE THE FINANCED INVESTMENTS FACILITATED THE ALIGNMENT TO EU SANITARY VETERINARY STANDARDS?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

7. TO WHAT EXTENT HAVE THE FINANCED INVESTMENTS FACILITATED A HIGHER PRODUCTIVITY (MORE EFFICIENT USE OF THE PRODUCTION FACTORS)?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

8. ARE THE PROJECT RESULTS DIFFERENT FROM THOSE DEFINED UPON THEIR PRESENTATION, AND WHY?

YES (explain) _____

NO (explain) _____

MEASURE 1.2 „IMPROVING THE STRUCTURES FOR QUALITY, VETERINARY AND PLANT-HEALTH CONTROL, FOR THE QUALITY OF FOOD STUFFS AND FOR CONSUMER PROTECTION”

9. HAVE THE INVESTMENTS MADE INCREASED THE QUALITY STANDARD OF THE VETERINARY AND PLANT-HEALTH AND FOOD QUALITY CONTROL?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

10. HAVE THE NEWLY ADOPTED PROCEDURES BEEN ALREADY CONSOLIDATED AND STANDARDIZED?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain)_____

Not at all (explain)_____

11. ARE THE PROJECT RESULTS DIFFERENT FROM THOSE DEFINED UPON THEIR PRESENTATION, AND WHY?

YES (explain)_____

NO (explain)_____

Measure 2.1 „Development and improvement of rural infrastructure”

12. ARE THE NEWLY ACHIEVED INFRASTRUCTURES CONSISTENT WITH THE PRIORITY NEEDS OF THE TARGETED AREA?

Quite a lot (explain)_____

Somewhat (explain)_____

Just a little (explain)_____

Not at all (explain)_____

13. DO YOU SEE ANY IMPROVEMENT IN THE QUALITY OF LIFE OF THE TARGETED AREA POPULATION?

YES (explain)_____

NO (explain)_____

14. DO YOU SEE ANY IMPROVEMENT IN THE COMPETITIVENESS OF THE AREAS CONCERNED BY THE INVESTMENT?

YES (explain)_____

NO (explain)_____

15. DO YOU SEE ANY IMPROVEMENT IN THE WASTEWATER MANAGEMENT?

YES (explain)_____

NO (explain)_____

16. DO YOU BELIEVE THAT MAINTAINING THE ACHIEVED INFRASTRUCTURE IS AN EASY TASK, OR TOO MUCH OF A BURDEN IN TERMS OF HUMAN AND FINANCIAL RESOURCES TO INVEST, AND WHY ?

17. DO YOU BELIEVE THAT THE FINANCED INVESTMENT INCREASED ATTRACTIVENESS OF VILLAGES FOR CITIZENS AND ENTERPRISES?

YES (explain) _____

NO (explain) _____

18. ARE THE PROJECT RESULTS DIFFERENT FROM THOSE DEFINED UPON THEIR PRESENTATION, AND WHY?

YES (explain) _____

NO (explain) _____

MEASURE 3.1 „INVESTMENTS IN AGRICULTURAL HOLDINGS”

19. DID THE HOLDING REVENUES INCREASE PURSUANT TO THE PROJECT?

Yes % _____

No % _____

20. IN YOUR OPINION, HAS THE MODERNIZATION OF THE PRODUCTION CONDITIONS BEEN CONDUCIVE TO INCREASED PRODUCTIVITY OF YOUR HOLDING?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

21. IN YOUR OPINION, HAS THE MODERNIZATION OF THE PRODUCTION CONDITIONS BEEN CONDUCIVE TO INCREASED PRODUCTION OF YOUR HOLDING?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

22. IN YOUR OPINION, HAVE THE INVESTMENTS MADE FACILITATED THE ADOPTION OF ENVIRONMENTALLY FRIENDLY WORK METHODS?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

23. ARE THE PROJECT RESULTS DIFFERENT FROM THOSE DEFINED UPON THEIR PRESENTATION, AND WHY?

YES (explain) _____

NO (explain) _____

Measure 3.4 „Development and diversification of economic activities, generating multiple activities and alternative incomes”

24. HAS THE DIVERSIFICATION OF UNDERTAKING’S ACTIVITY CONTRIBUTED TO HIGHER INCOME?

YES (explain) _____

NO (explain) _____

25. HAVE THE DEVELOPMENT AND DIVERSIFICATION OF UNDERTAKING’S ACTIVITY CONTRIBUTED TO THE CREATION OF NEW JOBS?

YES (explain) _____

NO (explain) _____

26. WILL THE DIVERSIFICATION OF YOUR UNDERTAKING’S PRODUCTION CONTINUE IN THE FUTURE AS WELL?

YES (explain) _____

NO (explain) _____

27. ARE THE PROJECT RESULTS DIFFERENT FROM THOSE DEFINED UPON THEIR PRESENTATION, AND WHY?

YES (explain) _____

NO (explain) _____

MEASURE 3.5 “FORESTRY”

28. HOW HAS THE ACHIEVED PROJECT CONTRIBUTED TO MAINTAIN AND DEVELOP FOREST RESOURCES OF ROMANIA?

29. HAS THE PROJECT HAVE ANY IMPACT ON THE OUTSKIRTS AREA AS WELL, BRINGING IMPROVEMENTS, BOOSTING ITS ECONOMIC DEVELOPMENT AND ENTAILING A GENERAL INCREASE IN THE STANDARD OF LIVING OF ITS INHABITANTS?

Quite a lot (explain) _____

Somewhat (explain) _____

Just a little (explain) _____

Not at all (explain) _____

30. IN YOUR OPINION, WILL THE MAINTAINING OF THE FOREST MANAGEMENT RELATED EUROPEAN STANDARDS ADD AN ACTUAL VALUE TO THIS AREA?

YES (explain) _____

NO (explain) _____

31. ARE THE PROJECT RESULTS DIFFERENT FROM THOSE DEFINED UPON THEIR PRESENTATION, AND WHY?

YES (explain) _____

NO (explain) _____

Note:

Due to the low expenditure level, which was deemed insufficient to generate a significant impact, the beneficiaries of Measures 3.2 and 3.3 were not interviewed. The beneficiaries of Measure 4.1 were not interviewed due to the fact that the time span since their participation to courses was too long, the relevance of their answers being therefore low.