



# Fédération Associative pour le Développement de l'Emploi Agricole et Rural

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## **Diagnosis guide peasant agriculture adapted to the transmission**

## **Complement to the Manual of Peasant Agriculture**

## Presentation of the farm

This first part aims to become familiar with the farm and the project of the farmer as well as establish a relationship of trust. This is a free interview where the different elements may not be mentioned in the order presented here.

### – General Information

- Name of the farmer
- Name of the farm
- Address and contact
- Agricultural area (ha)
- Year evaluated and date of availability of the farm

### – Brief presentation of the productions of the farm and the region

Register for the farm:

- The different productions and their rotation
- The herds (nature, number of cattle unit)

List the main productions in the surrounding area.

### – Historic

- When did you settle?
- Was it an installation in the family?
- What productions did you do?
- Did you buy land / a farm or rent the means of production?
- At the time of your installation, what were your motivations?
- Your professional goals?
- What objectives did you achieve?
- Which ones have been left out? For what reasons ?

### – Presentation of assets and evaluation of the number of Annual Work Units (AWUs)

Evaluate the number of AWUs for:

- workers directly remunerated by the activity (family assets, associates)
- declared employee workers and family helpers
- non-salaried workers not directly remunerated by the activity (informal help)

### – Current land resources

Specify:

- The mode of tenure (renting, property, sharecropping, precarious hiring ...)

- The main assets and constraints: nature of the soil, fertility, slope, exposure, tendency to the soil sealing ...
- plot configuration and location of plots: number of blocks, grouping / dispersal, distance to the farm, accessibility to animals ...
- Drained, irrigated surfaces

### – **Brief presentation of the means of production**

Register quickly:

- The buildings
- The available material (specify if in ownership, in shared ownership or in cooperative of use, it influences the availability of the material and its price)

## 6 criteria to evaluate this theme:

Criterion 1 « liveability » in the farm 10 pts

Criterion 2 Adaptability or ease of reconversion of the farm 10 pts

Criterion 3 Land security 5 pts

Criterion 4 Economic viability of the farm 10 pts

Criterion 5 Value of the tool to be transmitted 10 pts

Criterion 6 Progress of the retirement project 15 pts

# Criterion 1 : « liveability » in the farm

## A. General context around the farm

### T1 What is the general atmosphere related to the professional activity ? (3 points)

Very good (yes to all three questions below)	3 pts
Good (yes to two questions below)	2 pts
Moderately good (yes to only one question below)	1 pt
Not good (no to the three questions below)	0 pt

Support questions for the reflection:

- Are agricultural service establishments (supply, service providers, administrations, etc.) located near the farm?
- Is the relationship with the neighbors good ?
- Will your transferee be able to work in mutual aid ?
- Can your transferee access a farm equipment cooperative? a substitution service ? an employer group?

Additional questions:

Make a list of the agricultural services available near the farm.

How do you think you can support and facilitate the professional integration of your transferee ?

### T2 What is the general atmosphere outside the professional activity ? (2 points)

Good (yes to both questions below)	2 pts
Moderately good (yes to a question below)	1 pt
Not good (no to both questions below)	0 pt

Support questions for the reflection:

- Do you have a feeling of isolation?
- Is it possible to have a rich social life in the immediate vicinity of the farm?
- Is the farm close to the communication axes ? Is it easy to access the shops and services?

## B. Work on the farm

T3 What is the arduousness of work on the farm? How does the peasant live psychologically and physically ? Are the following statements verified? (2 points)

The work is nice, fulfilling, rewarding	1 pt
Work is little to no physically painful	1 pt

T4 How much time is spent on the professional activity (per family worker) compared to an employee (1800 hours / year for a full time) ? (2 points)

Less than 1800 h / year	2 pts
Between 1800 and 2500 h / year	1 pt
Greater than 2500 h / year	0 pt

If needed, you can use the table below to calculate the annual working time of family workers:

Week	Nbr of weeks (52 weeks a an)	Nbr hours /day	Nbr of working days / week	Nbr of available days / week	Nbr hours / week
Busy					
Normal					
Little busy					
Holidays					
Total (all family worker)					
Total per worker					

T5 Can the farmer give himself the time necessary to rest, to change his mind, to do another activity? (1 point)

At least one day available per week	1 pt
Less than one day available per week	0 pt

## Criterion 2 : Adaptability or ease of reconversion of the farm

### A. Adaptability of the farm to other productions

#### T6 If farm production were to change, what would be the most feasible production ? (6 points)

Notez quelles seraient cette ou ces productions :

Detail:

*Among the sources of adaptability, consider for example the structure of existing buildings, the possibility of irrigating (for market gardening for example), the organization of the plot, the certification in organic farming...*

Projection exercise from a new production that would be the easiest to set up:

For this production :

Lands :

have good agronomic qualities, the plots are adapted	2 pts
have average agronomic qualities	1 pt
do not have the necessary agronomic qualities	0 pt

Buildings are :

Adaptable easily with little investment ?	2 pts
Difficult to adapt and would require significant investments ?	1 pt
Not at all adaptable?	0 pt

Agriculture equipment:

is suitable	2 pts
some of the material is adapted	1 pt
is not suitable	0 pt

### B. Adaptability of marketing methods

#### T7 : Can the existing marketing methods on the farm be easily continued? (1 point)

In the context of long circuits, are the commercial outlets easily transferable?	Yes = 1 pt, No = 0 pt
In the context of short circuits and / or direct sales, do you think the transferee will manage to keep the same clients ?	Yes = 1 pt, No = 0 pt
Mixed circuits	average of both

T8 : Near the farm, are there marketing methods suitable for the production of the transferee ?  
(3 points)

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Yes, one	1/3
Yes, two or three	2/3
Yes, three or more	3 points
None	0 point

- Are there long chains nearby that could market the production of one of the transferees?  
If yes, for which production to your knowledge?

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- Are there open-air markets near the farm?  
If so, what are their characteristics? Note them for example in an array of this type:

City / Village	Distance from the farm (km)	Day of the market	Average attendance (1 to 5)

- Are there any distributors who could market the production of one of the buyers near the farm?
- Are there producer groups or producer-consumer associations that transferees could join?  
If so, what are the characteristics? Note them for example in an array of this type:

Type of structure (foodshop, restaurant...)	Name	Distance from the farm	Capacity

### Criterion 3 : Land security

#### T9 Is land a brake or an asset in the transmission? (5 points)

Answer the following questions :

⤴ How much of the lands is directly owned (ie the areas that the farmer can freely dispose of)?

100% of the lands is directly owned	2/5
> 50 % of the lands is directly owned	1/5

⤴ If the farmer rent lands, does he know if the owners would be in favor of an installation?

Mostly favorable owners	1/5
Mostly unfavorable owners	0/5

⤴ Is the local land dynamics (dynamics of the installations, intentions of enlargement, urbanization and other threats...) favorable for an installation?

Favorable	2/5
Moderately favorable	1/5
Little favorable	0/5

- Would the peasant agree to rent the land to a transferee? Does he know the tenant rates in effect?
- Is the peasant ready to discuss with the owners to facilitate the land transmission ?



#### Criterion 4 : Economic viability of the farm

T10 Does the farm have good economic autonomy? (Take again the result of the "Autonomy" theme) (5 pts)

**Calculation of the ratio:** Mark « Economic autonomy » / 4

T11 What is the level of income generated for each worker? What does it represent in relation to the minimum wage? *Is it enough for the peasant compared to his needs? What is his goal of private income?* (5 points)

Less than 0.4 hourly minimum wage	0 pts
Between 0.4 and 0.7 hourly minimum wage	1 pts
Between 0.7 and 1 hourly minimum wage	2 pts
Between 1 and 1.3 hourly minimum wage	3 pts
Between 1.3 and 1.6 hourly minimum wage	4 pts
More than 1.6 hourly minimum wage	5 pts

**Calculation of the ratio:**

Average over 5 years of the private income / Annual family work unite (hours)  
hourly minimum wage

Hourly minimum wage in Belgium = 9,5 €/hours

Additional question:

In your opinion, will the farm be viable tomorrow for a transferee ?

## Criterion 5 : Value of the tool to be transmitted

### T 12 : What elements of the farm will be transmitted? Under what conditions? (2,5 points)

In view of the information below, estimate the progress of the transferor's thinking on the terms and the price of sale or rent of the different elements of the farm?

*Estimate on a scale of 0 to 2.5 (2.5 = well engaged reflection)*

Beforehand, complete the following tables:

#### Lands

	Number of hectares	Characteristics	Asking price	Average market price
Do you want to sell all or some of the land?				
Would you like to rent all or some of the land?				

#### Buildings

	Nbr m <sup>2</sup>	Characteristics / condition	Asking price	Average market price

#### Agricultural equipment

	Book value	Characteristics / Etat	Asking price	Average market price

#### Animals

Number (adult, young...)	Book value	Characteristics	Asking price	Average market price

#### Other (stocks, social part)

	Book value	Characteristics	Asking price	Average market price

### T13 : The value of the farm compared to the number of assets (2,5 points)

How important is the value of the capital needed to run the farm in relation to the number of workers? *Is the amount of capital high compared to the workers that the activity can support? Is this amount likely to generate a large loan amount?*

<b>T13</b>	More than 190 000 €	Between 160 000 and 190 000€	Between 130 000 and 160 000€	Between 100 000 and 130 000€	Between 70 000 and 100 000€	Less than 70 000 €
	0/2,5	0,5/2,5	1/2,5	1,5/2,5	2/2,5	2,5/2,5

**How to calculate the indicator ?** Two different ways:

- The selling price of the farm could be evaluated with the transferor and you can then base yourself on this price (except land), the ratio is then:

$$\frac{\text{Selling price of the farm (except land)}}{\text{Annual family work unite}}$$

- The selling price is not yet evaluated and you can then base yourself on an accounting approximation; the ratio is then:

$$\frac{\text{Assets needed to operate the farm (except land)}}{\text{Annual family work unite}}$$

ie the ratio

$$\frac{\text{assets (except land) + stocks}}{\text{Annual family work unite}}$$

#### T14 Other parameters influencing the selling value( 5 points)

- Would the farmer be ready to make financial concessions to facilitate the installation of a young farmer (estimate of the selling price taking into account the financing capacity of the transferee...)?

Yes	2 pts
No	0 pt

- Does the farmer continue to maintain the farm as it is, or, in view of stopping his activity, prefer to reduce the activity?

Maintaining the farm as it stands	1 pt
Decrease in activity	0 pt

- During the transmission, the transferee risks to have significant investments (for upgrading, repairs, make buildings more functional...)?

Estimated small investments	2 pts
Estimated average investments	1 pt
Estimated large investments	0 pt

## Criterion 6 : Progress of the retirement project (15 points)

### A. Willingness to transmit

T15 What is the main motivation of the farmer to transmit his farm? (2 points)

Does he wish to transmit:

For installation	2 pts
For enlargement	0 pt
Both	1 pt

### B. Advancement of procedures related to the cessation of activity and retirement

T16 To retire is to settle in a new project of life. How does the peasant imagine it? What is his "retirement project" ?A(7 points)

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Has the farmer ever thought about the activities he would like to do during his retirement?	1/7
Has he estimated his financial needs for retirement ?	1/7
Does he know the amount of his retirement ?	1/7
Does he know the date at which he will be able to retire ?	1/7
Did the farmer do training on transmission ? If so, how did it go and what did she bring him/her ?	1/7
Has the farmer discussed his project with others? farmers, consumers, elected representatives? If so, what did their testimony / opinion provide?	1/7
Has the farmer started looking for a transferee? If so, how ?	1/7

### C. The housing and the situation of the estate in the family

### T17 Housing (4 points)

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Did the farmer take steps to find accommodation for him or his transferee ?

Yes	1pt
No	0pt

Does he think he will leave his house to transmit it with the farm?

Yes	3/3
No, but he has prepared an accomodation for the transferee	2 / 3
No, but he knows it is easy to find accommodation close to the farm?	1 / 3

### T18 Situation of the estate in the family (2 points)

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Does the farmer discuss the transmission with his family?

Yes	1 pt
No	0 pt

Is the succession of the family patrimony already done (sharing between the brothers and sisters, of his generation or that of the children...)?

Yes	1 pt
No	0 pt