**Questionnaire Form**

**for Directors of Small and Medium Agriculture Enterprises and Farms**

Hello!

My name is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. We are conducting a sociological survey of operation and prospects of agricultural enterprises and farms in Ukraine.

The survey aims at attaining certain political, ideological, electoral and marketing goals. The survey data will be used for the sole purpose of developing adequate policies in the sphere of land relationship and improving access to finance and market infrastructure for agriculture enterprises and farms.

We do appreciate your sharing your opinion in this regard. All survey data will be analyzed in the aggregated form. All information will be treated strictly confidential so that respondent identity cannot be determined. Anonymity and confidentiality is guaranteed. Should you have any questions which I am not able to answer, please feel free to call the survey organization office in Kyiv at 044 253-2353. The contract person is Alexander Honcharuk, the Senior Research Fellow, the Sociology Institute, National Academy of Science of Ukraine.

The questions are followed by multiple choice answers. Choose the answer that best reflects your point of view. Provide your own answer if you are not satisfied with any proposed option.

DEMOGRAPHICS

 Codes

1. Region \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ [\_\_\_\_\_\_\_q1\_\_\_\_\_\_\_\_]

2. Oblast \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ [\_\_\_\_\_\_\_q2\_\_\_\_\_\_\_\_]

3. Raion \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ [\_\_\_\_\_\_\_q3\_\_\_\_\_\_\_\_]

4. Local community \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ [\_\_\_\_\_\_\_q4\_\_\_\_\_\_\_\_]

5. Respondent [\_\_\_\_\_\_\_q5\_\_\_\_\_\_\_\_]

1. Age \_\_\_\_\_q6\_\_\_\_\_\_years

7. Gender: 1. Male 2. Female q7

8. Education *(Choose only one answer)* q8

1. Incomplete secondary education
2. Completed secondary education (secondary school)
3. Secondary vocational education (ПТУ, СПТУ)
4. Higher or incomplete higher education (including technical schools, colleges)

ENTERPRISE CHARACTERISTICS

9. How is your enterprise legally registered? q9

1. Public joint stock company
2. Private enterprise
3. Agriculture production cooperative
4. Farm
5. State-owned enterprise
6. Other (please specify)\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

10. What is your ownership role at the enterprise/farm? *(Choose maximum two answers)*

|  |  |
| --- | --- |
|  | (1) – yes; (0) – no |
| Single proprietor | q10\_1 |
| Principal shareholder | q10\_2 |
| Co-owner (one of shareholders) | q10\_3 |
| Salaried director of enterprise | q10\_4 |
| Other (please specify)  | q10\_5 |

How much agricultural land does your enterprise use? *(Answer in each line)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | **Total area** | **Own land** | **Leased land** | **Land given for rent** |
| **11.** Total | **q11\_1** | **q11\_2** | **q11\_3** | **q11\_4** |
| 12. Including arable land | **q12\_1** | **q12\_2** | **q12\_3** | **q12\_4** |
| 13. Including perennial plants | **q13\_1** | **q13\_2** | **q13\_3** | **q13\_4** |
| 14. Including hayfield, meadows | **q14\_1** | **q14\_2** | **q14\_3** | **q14\_4** |
| 15. Including pasture | **q15\_1** | **q15\_2** | **q15\_3** | **q15\_4** |
| 16 Including Other (specify)  | **q16\_1** | **q16\_2** | **q16\_3** | **q16\_4** |

Who is your landlord and under what conditions do you lease the land? *(Please give the answer in each line. If there is no source of rent put a dash)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | **Area, ha** | **Rental period, years** | **Amount of rent, thousands UAH per 1ha** |
| **17.** Owners of land shares, in total | **q17\_1** | **q17\_2** | **q17\_3** |
| * **18.** Of them: employees of your company
 | **q18\_1** | **q18\_2** | **q18\_3** |
| * **19.** Of them: founders of your company
 | **q19\_1** | **q19\_2** | **q19\_3** |
| **20.** State (village council / district administration) | **q20\_1** | **q20\_2** | **q20\_3** |
| **21.** Another agricultural enterprises | **q21\_1** | **q21\_2** | **q21\_3** |
| **22.** Other sources | **q22\_1** | **q22\_2** | **q22\_3** |

**23. How did you pay rent for the land to the land owners for 2012?** *(one main answer)***q23**

1. Lump sum in cash (once a year)
2. By installments over the year in cash
3. Lump sum both in kind and in cash (once a year)
4. By installments over the year both in kind (produce and services) and cash
5. Lump sum in kind (once a year)
6. By in kind installments (produce and services) over the year
7. I have not paid any rental yet

**Describe the composition of your workforce (number of employees) in 2012 (person)?** (*Please give the answer in each line. If there is no representatives of any kind of workers put a dash. Indicator of question* ***24*** *should be equal to the sum of indicators* ***25*** *+* ***26****, question* ***26*** *- the sum of indicators of questions* ***27+28+29+30)***

*If there are only a few employees in the enterprise/ farm and there is no such division of labor which is indicated in the table, than the answer should be given only to the question* ***24****, and than you should go to question* ***31****.*

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | **Permanent** | **Seasonal** |
| **24.** | Workers engaged in the production process (26+27) | **q24\_1** | **q24\_2** |
|  |  of them: |  |  |
| **25.** |  Administrative management | **q25\_1** | **q25\_2** |
| **26.** | In agricultural production, total (27 +28 +29 +30) | **q26\_1** | **q26\_2** |
| **27.** |  of them: in plant cultivation | **q27\_1** | **q27\_2** |
| **28.** |  In livestock raising | **q28\_1** | **q28\_2** |
| **29.** |  In social sphere | **q29\_1** | **q29\_2** |
| **30.** |  In other areas: | **q30\_1** | **q30\_2** |

**31. What is the total amount of paid wages for 2012? (**approximate estimate)\_\_\_\_\_\_\_**q31**\_\_\_\_\_\_ thousands UAH

**32. How do you estimate your enterprise’s the supply of labor?** *(only one answer)***q32**

1. We have a surplus of labor
2. We have enough labor
3. We are lack of labor in tense periods of agricultural work
4. We are lack of labor
5. Other (please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Specialization of your company in 2012? (***Please give the answer in each line. If some activity is missed, put a dash)* *If the estimates of profitability are not conducted, ask the respondent to indicate a rough estimate.*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  |  | % in the structure of production  | Gross production, thousands UAH | Profitability, % |
| 33. | Plant cultivation | q33\_1 | q33\_2 | q33\_3 |
| 34. | Livestock raising | q34\_1 | q34\_2 | q34\_3 |
| 35. | Horticulture and viniculture | q35\_1 | q35\_2 | q35\_3 |
| 36. | Services | **q36\_1** | **q36\_2** | **q36\_3** |
| 37. | Other (please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | **q37\_1** | **q37\_2** | **q37\_3** |
| 38. | Total for the enterprise  | **100%** | **q38\_2** | **q38\_3** |

**How has your business environment changed comparing to previous years?** *(Please give the answer in each line on the scale of 1 to 3 where: 1 - worsening (decrease) 2 - no changes; 3 - improvements (increase)*

|  |  |  |
| --- | --- | --- |
|  |  | Estimate |
| **39.** | The possibility to purchase logistical resourses | **q39** |
| **40.** | The possibility to receive loans | **q40** |
| **41.** | The possibility of sales of production | **q41** |
| **42.** | The volume of operations that are paid in kind | **q42** |
| **43.** | The degree of freedom in making the decidion on economic activity | **q43** |
| **44.** | Total amount of taxes | **q44** |
| **45.** | Attention of rating authority to the enterprise | **q45** |
| **46.** | Gross income of the enterprise (total revenue) | **q46** |
| **47.** |  Net profit | **q47** |

**LAND MARKET**

48. What is your attitude toward sale/purchase of privately owned agriculture land by individuals? q48

1. Anyone, regardless of his/her nationality, should be able to sell/purchase agriculture land at the free market
2. Agriculture land should be available for sale/purchase to Ukrainian citizens only
3. I support the idea of land market for citizens of Ukraine on the condition that a proper legal framework is in place which is missing today
4. Agriculture land should be available for sale/purchase to local community members only
5. Agriculture land should not be available for sale/purchase
6. It is hard to say

49. If the moratorium on the sale/purchase of agricultural land is lifted, who should be allowed to buy land? *(Choose one answer only)* q49

1. Only individuals can purchase and sell the land
2. ​​Only individuals can sell and only legal entities can buy the land
3. Only legal entities can sell and only individuals can buy the land
4. Both individuals and legal entities may participate in the land market
5. It is hard to say

**50. How will your enterprise/farm possibly benefit from the introduction of buying and selling agricultural land?**

|  |  |
| --- | --- |
|  | **(1) – yes; (0) – no** |
| the possibility to receive loans by mortgaging agricultural land  | **q50\_1** |
| the possibility to purchase some land that the enterprise/farm is currently leasing | **q50\_2** |
| the possibility to engage new members through their contribution of their land to the farm’s charter capital | **q50\_3** |
| the possibility to contribute land to the farm’s charter capital | **q50\_4** |
| the possibility to purchase additional agricultural  | **q50\_5** |
| the possibility to use land as an investment and protection from inflation | **q50\_6** |
| the possibility to purchase land for reselling | **q50\_7** |
| Other (specify) | **q50\_8** |
| Don’t know/Too hard to say | **q50\_9** |

**51. What threats do lifting the moratorium on selling agriculture land pose on your enterprise/farm?**

|  |  |
| --- | --- |
|  | **(1) – yes; (0) – no** |
| Some currently leased land may be lost | **q51\_1** |
| Financial-and-industrial groups will buy a lot of agriculture land, and enterprises like mine will have little prospects for expansion | **q51\_2** |
| Profiteers will buy a lot of agriculture land, and enterprises like mine will have little prospects for expansion | **q51\_3** |
| The possibility of raider seizure of the enterprise icreases | **q51\_4** |
| Production costs will be increased significantly because the cost of purchasing land will be included in the price of the final produce | **q51\_5** |
| Environmental situation and soil quality will deteriorate as new land owners will try to generate as much profit as possible within the shortest possible time without taking care of the future | **q51\_6** |
| Other  | **q51\_7** |
| It is hard to say | **q51\_8** |

**52. If the moratorium on land sales/purchases is lifted, do you plan to buy some of the land you now lease? q52**

 1. Yes, all of them

 2. Yes, a part of them

 3. No - GO TO QUESTION 60

 4. Don't know/Too hard to say - GO TO QUESTION 60

**53.** **If you are planning to purchase some of the land, how many hectares?** Indicate \_\_**q53**\_\_%, of the currently leased land

**54. Have you already made offered to any land owners to buy their land? q54**

1. Yes, only to landlords of the enterprise
2. Yes, only to those owners who are not landlords of the enterprise
3. Yes, regardless of whether the owner is a landlord or not
4. 2. No - GO TO QUESTION 60

**55. Have you already entered into agreements with any of these landowners? q55**

1. Yes, some preliminary written agreements

 2. Yes, oral agreements

 3. No agreements of any kind have been made

**56. What was the offered price?** Indicate \_\_\_**q56**\_\_\_\_thousands UAH per 1

**57. Have you already been offered to buy these land shares? q57**

 1. Yes 2. No - GO TO QUESTION 60

**58. What was the offered price?** Indicate \_\_\_**q58**\_\_\_\_thousands UAH per 1

**59. If you decide to buy land after the moratorium is lifted, what funds do you plan to use to buy the land? q59**

 1. We will pay the full amount using the enterprises/farm's own funds

 2. We will pay from our funds in installments over time

 3. We will borrow the funds

**60. Are you planning to engage new members through their contribution of their land to the farm’s charter capital? q60**

 1. Yes 2. No

**61.** **Are you planning to sell some of the land owned by the enterprise/farm? q61**

 1. Yes 2. No

**62.** **If you are planning to sell some of the land owned by the enterprise/farm, how many hectares?** \_\_\_**q62**\_\_\_ha

**63.** **Are you planning to sell the enterprise/farm? q63**

 1. Yes 2. No

PROBLEMS OF OPERATION AND DEVELOPMENT

64. How would you assess the current status of your enterprise/farm? q64

 1. It is developing rapidly

 2. Operations are sustainable with some growth

 3. No development; some signs of stagnation

 4. The situation is getting worse

5. Don’t know

What is the main obstacle for developing of your enterprise/farm? *(Please give the answer in each line on the scale of 1 to 5 where: 1 – almost insurmountable obstacle; 2 - very serious obstacle; 3 - obstacle that creates problems from time to time; 4 - insignificant obstacle; 5 - it is not an obstacle)*

|  |  |  |
| --- | --- | --- |
|  | **Obstacle**  | **Estimate** |
| **65.** | High taxes | **q65** |
| **66.** | Low productivity due to the low quality of labor | **q66** |
| **67.** | Low productivity due to outdated equipment and technology | **q67** |
| **68.** | No civilized selling channels (markets)  | **q68** |
| **69.** | Dictatorship of processors of agricultural products | **q69** |
| **70.** | Lack of affordable credit | **q70** |
| **71.** | Disparity in prices for agricultural commodities and logistics | **q71** |
| **72.** | Frequent change of legislation | **q72** |
| **73.** | Preconceived attitude of regulatory authorities or other authorities | **q73** |
| **74.** | Danger of raider seizure of the enterprise | **q74** |
| **75.** | Other (please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | **q75** |

76. Has your enterprise ever taken a loan? q76

 1. Yes

 2. No - GO TO QUESTION 79

77. If the experience was negative, what was this negativity? *(All possible answers)*

|  |  |
| --- | --- |
|  | **(1) – yes; (0) – no** |
| Did not find the right type of loan | **q77\_1** |
| Did not have enough information, where to apply for a loan | **q77\_2** |
| Refused due to high interest rates | **q77\_3** |
| Refused due to high costs of execution of the loan | **q77\_4** |
| Refused due to a long time execution of the loan | **q77\_5** |
| Refused due to unfavorable credit conditions | **q77\_6** |
| The loan was received, but there were some problems with its return | **q77\_7** |
| The loan was obtained, but the overall efficiency of its use in the household was low | **q77\_8** |
| Other (please specify)  | **q77\_9** |

78. If the loan was denied, what was the reason for refusal?

|  |  |
| --- | --- |
|  | **(1) – yes; (0) – no** |
| Denial without any explanation | **q78\_1** |
| Lack of pledge | **q78\_2** |
| Lack of credit line for the type of credit  | **q78\_3** |
| Defective business plan | **q78\_4** |
| Lack of credit history | **q78\_5** |
| Due to enterprise’s debts | **q78\_6** |
| Other (please specify)  | **q78\_7** |

 How would you rate the need of credit for your business / farm? *(Please give the answer in each line accordingly:*Estimates*: on the scale of 1 to 5 where: 1 – I have no need to attract credit funds for this purpose; 2 – the need of credit is insignificant; 3 – I need a credit for 1 year; 4 - I have significant need of credit; 5 - enterprise’s functioning impossible without credit. If the respondent chooses the answer "1", then than he should not respond the questions about terms.*

terms *- on a scale of 1 to 5, where: 1 - I need a short-term(for a few months) loans; 2 - I need a loan for up to 1 year ;3 - demand for loans from 1 year to 3 years, 4 - 3 - 5 years, 5 - more than 5 years)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | **The purpose of crediting** | **Estimate** | **Terms** |
| **79.** | Replenishment of working capital | **q79\_1** | **q79\_2** |
| **80.** | Purchase of machinery | **q80\_1** | **q80\_2** |
| **81.** | Purchase of livestock, poultry | **q81\_1** | **q81\_2** |
| **82.** | Other capital costs (buildings) | **q82\_1** | **q82\_2** |
| **83.** | Financing land shares purchasing  | **q83\_1** | **q83\_2** |
| **84.** | Refinancing | **q84\_1** | **q84\_2** |
| **85.** | Other (please specify) | **q85\_1** | **q85\_2** |

86. In your opinion, what is the main obstacle for your enterprise/farm to receive a loan? *(Choose not more than three)*

|  |  |
| --- | --- |
|  | **(1) – yes; (0) – no** |
| Level of enterprise debt | **q86\_1** |
| Bad credit history | **q86\_2** |
| High interest rate | **q86\_3** |
| Limited availability | **q86\_4** |
| Lack of collateral | **q86\_5** |
| Short lending term | **q86\_6** |
| High default risk | **q86\_7** |
| Complicated documentation procedure  | **q86\_8** |
| Lack of accounting information | **q86\_9** |
| Lack of business plan that shows cash flow | **q86\_10** |
| Banks do not offer affordable loans to agricultural producers | **q86\_11** |
| Lack of information about lending | **q86\_12** |
| Other (specify)  | **q86\_13** |

How would you estimate the need of purchasing the resources (give the answer for each of the resources)

Please give the answer in each line on the scale, where *1 - we have no need in this resource; 2 - we can not afford this resource, despite it is necessary; 3 – we purchase this resource, but it is not sufficient, since we are lack of funds; 4 – we purchase sufficient amount of the resource.*

|  |  |  |
| --- | --- | --- |
|  | **Resources** | **Estimate** |
| **87.** | Fertilizer | **q87** |
| **88.** | Crop Protection | **q88** |
| **89.** | Machinery and equipment | **q89** |
| **90.** | Repairs and Services | **q90** |
| **91.** | Spares | **q91** |
| **92.** | Fuel and lubricants | **q92** |
| **93.** | Packaging and other materials | **q93** |
| **94.** | Services in mechanized operations | **q94** |
| **95.** | Building materials | **q95** |
| **96.** | Construction services | **q96** |
| **97.** | Scientific support | **q97** |

Please estimate the access to the infrastructure

Please give the answer in each line on the scale, where:1 - *we have no need in this resource; 2 – it is not available; 3 - it is available, but there are some limits, 4 - quite accessible*

|  |  |  |
| --- | --- | --- |
|  | **Infrastructure** | **Estimate** |
| **98.** | Storage of crop production | **q98** |
| **99.** | Processing of crop production | **q99** |
| **100.** | Storage of animal products | **q100** |
| **101.** | Processing of animal products | **q101** |
| **102.** | Transport | **q102** |
| **103.** | Wholesale markets | **q103** |
| **104.** | Retail markets | **q104** |
| **105.** | Trading network | **q105** |

CONSEQUENCES OF LIFTING THE MORATORIUM

What do you personally expect from the lifting of the moratorium sale/purchase of privately owned agriculture land and the introduction of agricultural land market regarding various aspects of your enterprise (farm)? *(Please give the answer in each line on the scale of 1 to 5 where: 1 - expect a significant deterioration; 2 - expect a slight deterioration; 3 - do not expect any changes; 4 - expect minor changes for the better; 5 - expect significant changes for the better)*

|  |  |  |
| --- | --- | --- |
|  | **Aspect of life** | **Estimate** |
| **106.** | The output | **q106** |
| **107.** | Profitability of production | **q107** |
| **108.** | Logistics | **q108** |
| **109.** | Productivity | **q109** |
| **110.** | Salaries of employees | **q110** |
| **111.** | Number of jobs | **q111** |
| **112.** | Cost of products | **q112** |
| **113.** | Access to credit | **q113** |
| **114.** | Transport connections | **q114** |
| **115.** | Infrastructure  | **q115** |
| **116.** | The budget of the community, where you operate | **q116** |
| **117.** | Environment | **q117** |
| **118.** | Condition of agricultural land | **q118** |
| **119.** | Condition of water resources | **q119** |
| **120.** | Other (please specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | **q120** |

**THANK YOU FOR TAKING PART IN THE SURVEY!**