

## ŽILINSKŲ FAMILY FARM

*Family farm focused on high-quality potatoes, peeling and distribution.*

### **Identification data:**

Name: Deivydas Žilinskas

Location: Simno eldership, Alytaus district., Lithuania

Farm size: 220 ha, 40 % own land

Year established: 1996

Main activities: potatoes and crop production (wheat, triticale, rape, barley)

Web / Facebook / Twitter: N/A

In the last decade of the previous century, when collective farms collapsed and family farms began to be established, A. Žilinskas also started farming. Two generations of the family currently work on the farm. After graduating from the Academy of Agriculture, his son David became involved in farming. The farm is located in Alytus district. 2021 at the beginning of the farm, declared 220 ha of agricultural land, but now more than 60% of the land is leased.

The EU structural support project was implemented in the Žilinskai family farm, because of which a warehouse was built, the necessary agricultural machinery and a potato harvester were purchased.

Throughout the life of the farm, various agricultural crops are grown on the farm: potatoes, wheat, triticale, rape, barley. When growing non-monocultures, the farmer ensures a proper crop rotation. Potatoes have been raised on the farm for a few decades. This choice was determined by several factors. Suitable soil for growing potatoes. Second, tradition, almost every family living in the village grows potatoes. Third, the market demand for Lithuanian potatoes. Potatoes remain one of the favourite Lithuanian vegetables. To remain a competitive farm and generate income from farm activities, it is not enough to apply advanced technologies and grow a good and high-quality potato harvest. Responding to market needs is important too. As potato prices fluctuate significantly in the market, a decision was made to place peeled potatoes on the market. Potatoes are sold through direct distribution, mainly to catering companies. And grain by the indirect sale - to grain buyers.

Starting a peeling business was very difficult. The farmer did not know the customers and their expectations. Now, the farm has regular customers, but certain level of customer fluctuations appears.

Peeled potatoes business led to economic benefits. Peeled potatoes sell more expensive. Among financial benefits, buyers of peeled potatoes order larger quantities, thus farmer focus more on core activities and plan better.

Viability of small farms managed by young farmers under new  
"farm-to-fork" strategy (2020-1-CZ01-KA203-078495)

The farmer cooperates with other farmers and shares experience. Despite the unpredictable changes in the market, it is planned to maintain similar directions of economic development in the future.

**Photos:**

