

## BARTŁOMIEJ PUSTUŁKA

### *cultivation of potatoes*

#### **Identification details**

Name: Bartłomiej Pustułka

Location: Pilica, Śląskie voivodeship, Poland

Farm size: 50 (20 owned)

Year of foundation: 2019

Main activities: Wheat, rape, vegetables - potatoes

Web / Facebook / Twitter: N/A

Farm is managed by 25-year-old man, who completed the MSc programme in Agriculture. He started the agricultural activity in 2019 when he took over the farm from his parents. The utilized agricultural area (UAA) of the farm is 50 ha, including 20 ha UAA owned by the farm manager. The rest of the area is leased. His motivation to start the agricultural activity were passion for agriculture and enjoyable working on farm.

In the farmer's opinion his deep involvement in agricultural activities builds the advantage of the farm over the competitors. The farm specializes in plant production. Wheat (15 ha), rape (15 ha) and vegetables – mainly potatoes, are grown. The decision to grow potatoes on a farm is facilitated by the agricultural equipment and machinery, the relevant knowledge and cultivation technology (know-how) and favourable soil conditions for this type of agricultural production. In recent years, we have made attempts to grow carrots, but on an incomparably smaller scale than potatoes. The acreage on which we grow potatoes is about 10 ha and carrots is only about 1 ha. The total potatoes production is around 500-550 tonnes, of which around 60% goes to the domestic market and 40% to foreign markets, mainly in the European Union. It is worth emphasize that of the vegetables sold on the domestic market, around 150 tonnes go to local markets: we directly supply shops and markets, as well as sell tubers at the stock exchange. Around 350 to 400 tonnes are sold under contract and to intermediaries for the domestic market and for export. In the case of potatoes, the contracting process is risky and we focus on concluding contracts after the harvest but with customers who have been proven to us over many years.

The farmer is not a member of any agricultural producers' group or organization. As knowledge, practical skills and innovation are keys of successful activity in agriculture, the farmer participates in courses and trainings organized by plant protection products' traders.

Moreover, the farmer bought new machines and built a storage room for potatoes. Currently, the storage facility is only used for his own harvest. It holds a maximum of 200 tonnes, which is not even enough to cover his own needs and he sell a large part of the potatoes directly after harvest. In the future, with the help of EU funds, he would like to develop this element of our farm and broaden the scope of our activities to include the purchase of vegetables from local producers, to increase the scale of vegetables that he would be able to market and also benefit from brokering and storing vegetables. In the future he would like to start processing of fruit and vegetables that can improve the income situation of the farm. The farmer indicate that agricultural activity is getting more and more difficult and risky due to rising production costs and low prices for agricultural products. He is also afraid that excessive import of products, which are successfully and in sufficient amount produced in Poland (e.g. vegetable, grains and meat) can threaten Polish farmers. Although he has already benefited from CAP support, both from the young farmer's premium and from investments in fixed assets and farm development, he would like to make use of aid measures in the new programming period. Significant investment is needed in buildings and facilities associated with vegetable production. The farmer will certainly aim to build a new storage facility. A big challenge will be to expand

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the farm settlements - the headquarters of the farm, because in its current location it faces big constraints. Of course, if the opportunity arises, he would like to buy additional farmland, as economies of scale are one of the key advantages in farming. The farmer seriously plans to develop storage and purchase services for vegetables and cereals, as such outlets are lacking in the local area, and at the same time it is a guarantee of income diversification on the farm. Without access to external funding, it can be extremely difficult to achieve these goals.

He emphasizes that it is extremely necessary to support and promote Polish healthy produce on the domestic market and abroad. This can help the farmers strengthen their position in the value chain. In the light of the above-mentioned threats he is going to double the farm area in order to achieve the effects of scale of production.

**Photos:**





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