

MARCIN KUPIJAJ

Commercial farm specialised in corn and maize

Identification details

Name: Marcin Kupijaj

Location: Petryki, Wielkopolskie voivodeship, Poland

Farm size: 50 ha own land plus 100 ha lease

Year of foundation: 2006

Main activities: wheat, maize

Web / Facebook / Twitter: N/A

Farm is managed by 39-year-old man, who completed the MSc programme in Agriculture. He started the agricultural activity in 2006 when he took over the farm from his parents. His motivation to start the agricultural activity were passion for agriculture and graduation from agricultural studies. The owns farm of about 50 ha, plus lease of land the total utilized agricultural area (UAA) of the farm is 150 ha. The overall area is owned by the farmer. Marcin Kupijaj is a very open-minded farmer. He completed postgraduate studies at the Warsaw University of Technology Business School, which changed the perception of a farm through the business perspective, and MBA - Academy of Economics and Humanities, which shaped a new approach of a farmer in negotiations and gave an economic sense of farming. In the history of running the farm, he has undertaken many development paths. Amongst other, he ran a breeding herd of Limousine (which he discontinued after 6 years due to limited and stagnating demand), contracted cabbage production (which he had to give up because of the disloyalty of his business partner) or tomato production (which it stopped because of the logistical requirements of the contractor party, transport costs, technological constraints). Now, the farm specializes in plant production. Wheat (55 ha) and maize (44 ha) are grown by farmer, aiming to professionalise this direction of production, with the best efficiency and profitability.

The farmer is not a member of any agricultural producers' group or organization. He used to cooperate with local farmers offering several services, like sowing and straw baling. He successfully does agricultural business by himself. Major advantage of his farm is favourable farm layout and soil in which all plants can be grown. Those features combining with the scale of production and the farmer's knowledge and skills make the farm position in the value chain quite strong. As continuous improvement of skills is of key importance to successful activity in agriculture, the farmer systematically participates in trainings organized by the agricultural advisory centres or traders of agricultural inputs. He participates in many trainings, like fertilisers use, plant protection products and liming, modern technologies and experimental techniques in agro-technology, field experimentation. The most of the trainings is free of charge.

The farmer also realizes that modernization is crucial for enhancing the agricultural performance. That is why he purchased some agricultural machinery using the financial support within the framework of the Rural Development Programme. Farmer used the possibility of co-financing the purchase of equipment to provide services from the *Diversification of farm activities* programme and support under the *Modernisation of agricultural holdings* programme. The farmer would like to go on with the investment processes and modernize the machinery park, as well as use the farm's assets to generate income from non-agricultural activities, like services. This way an alternative source of agricultural income improvement would be created. The farmer is aware that non-agricultural activity contributes to the sustainable economic and social rural areas development and it would be possible for him to apply for the support under the Rural Development Programme. It is one of the important decisive factors when planning the future operation of the farm. The European green deal - mainly withdrawn active substances, restrictions on the use of plant protection or fertilisers - will be a major challenge for the farm, making it difficult to achieve the farm's business plan.

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

Photos:



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