

# Added Value of Networking



## “Direct Sales from the Farm” seminar

Basic information	
NRN:	National Rural Development Network Slovakia
Theme:	Success story
Coordinator:	National Rural Development Network Slovakia
Partners:	EKOTREND Slovakia – Association of ecological agriculture
Beneficiaries:	Small farmers, family farms
Resources:	11 750 €
Period:	02-03/2013
<b>Main element of networking:</b>	<b>Capacity building and training</b>
Other elements of networking:	Effective stakeholder engagement

### Background

The National Rural Development Network of the Slovak Republic in cooperation with the Association EKOTREND Slovakia organised a set of seven seminars on ‘Direct Sales from the Farm’. The main aim of the seminars was to provide information to small farmers and family farms on the opportunities to develop direct selling in the Slovak context.

### Main activities

Seminars were held in seven Slovakian towns and villages: Košice, Kolárovo, Prašník, Detva, Turčianske Kľačany, Trenčianska Závada and Liptovská Teplička. The seminars explored the current situation of direct selling from farms in Slovakia and the EU. The seminars also highlighted examples of good practice.



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## Main results/benefits

The seminars provided information on food production, supplying food to farm visitors and how to sell products to the end consumer. The basis for developing farm sales should be the use of local food systems which produce and sell food at the local and regional level, linking producers with customers and supporting the local and regional economy.

## Success factors

All the information has contributed to the future improvement of direct farm sales in Slovakia. The topic of "Direct Sales from the Farm" was of great interest to a lot of participants – fifty spaces were available at each of the 7 seminars which were filled very quickly, with more needed.

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The seminars provided basic information on selling directly from the farm, highlighted examples of good practice and delivered round table discussions. These discussions developed a preliminary concept with recommendations and suggestions for legislators to improve and clarify the rules and conditions of direct farm sales in Slovakia.

## Contribution of the NSU

NRDN SR organised, facilitated, administered and resourced the whole event.

## Contribution of the partners

The partner – Association EKOTREND Slovakia – provided expert lecturers on the topic of direct farm sales.

## Additional information

Photographs:

<http://www.nsrv.sk/index.php?pl=14&article=537>

Presentations and outputs (in Slovak language):

<http://www.nsrv.sk/index.php?pl=18&article=554>



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## Pictures



Participants obtained a lot of interesting information on sale from the farm  
Source: National Rural Development Network Slovakia

## Last Update

June 2013



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