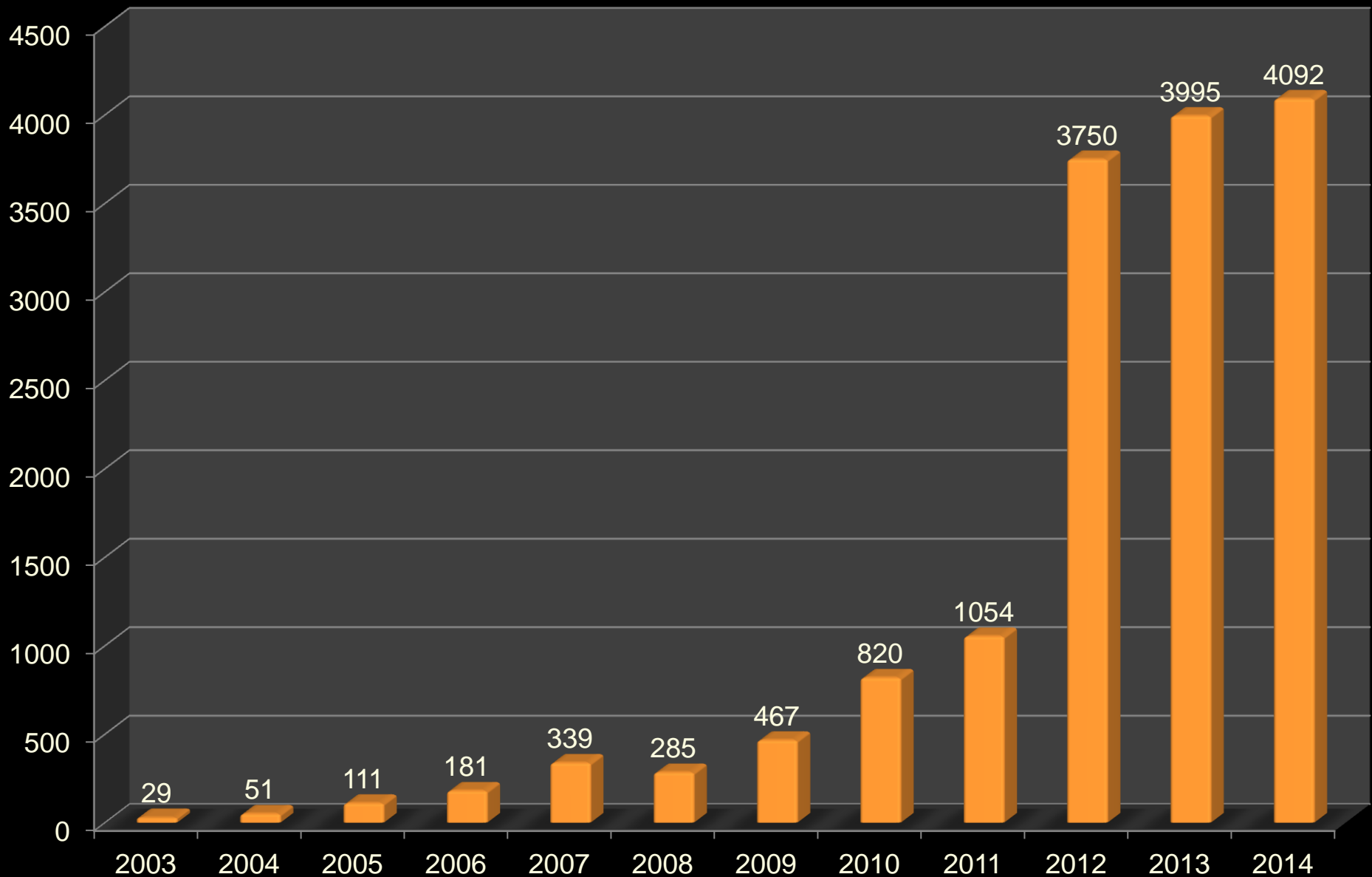
A close-up photograph of a brown and white cow's head, tilted upwards towards a large, rotating straw brush. The brush is made of many thin, light-brown straw stalks and is positioned on the right side of the frame. The cow's face is white with brown patches, and its eyes are looking up at the brush. The background is blurred, showing some greenery and a wooden structure.

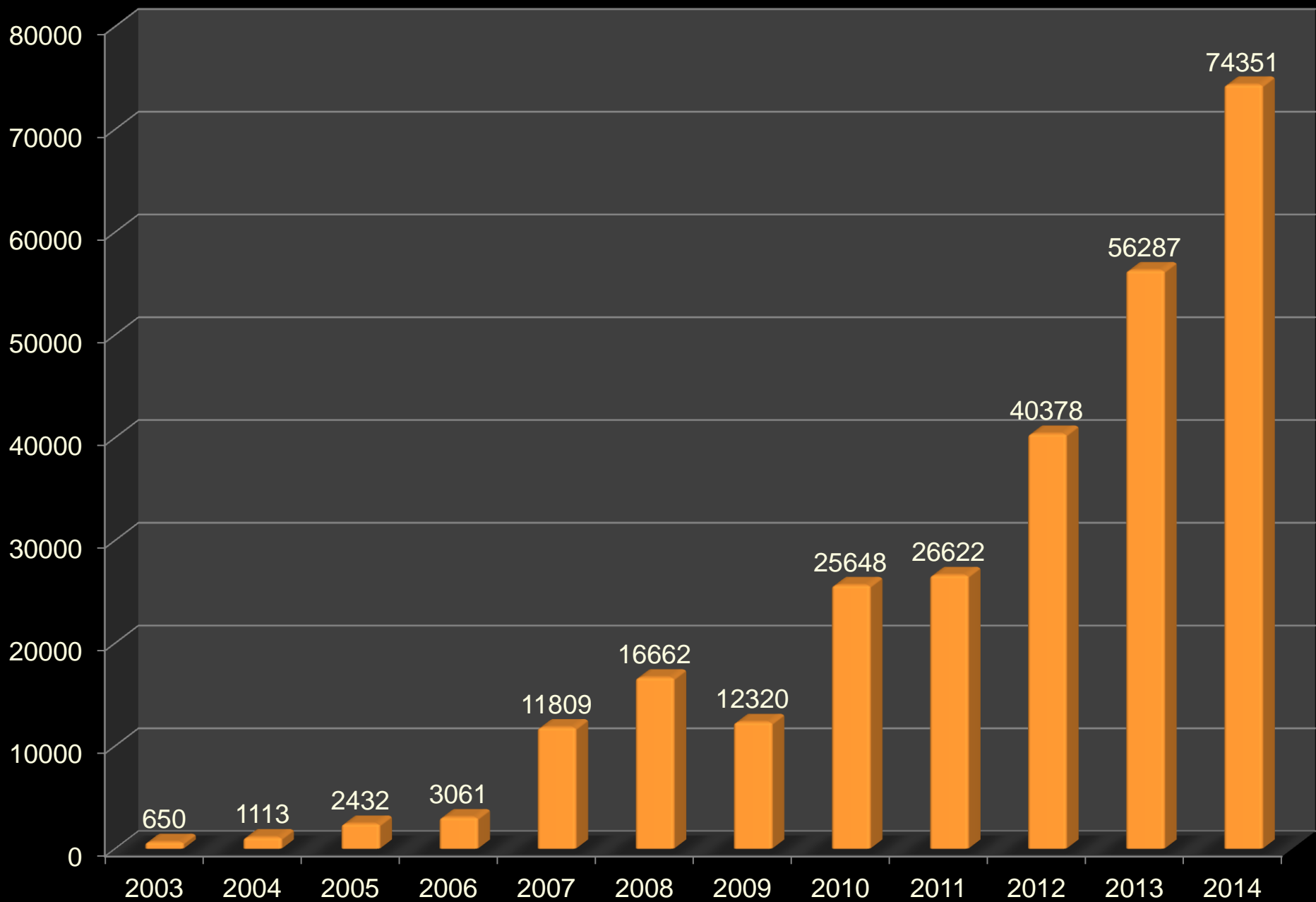
Organic Farming in Bulgaria

Dr. Stoilko Apostolov
FOA Bioselena

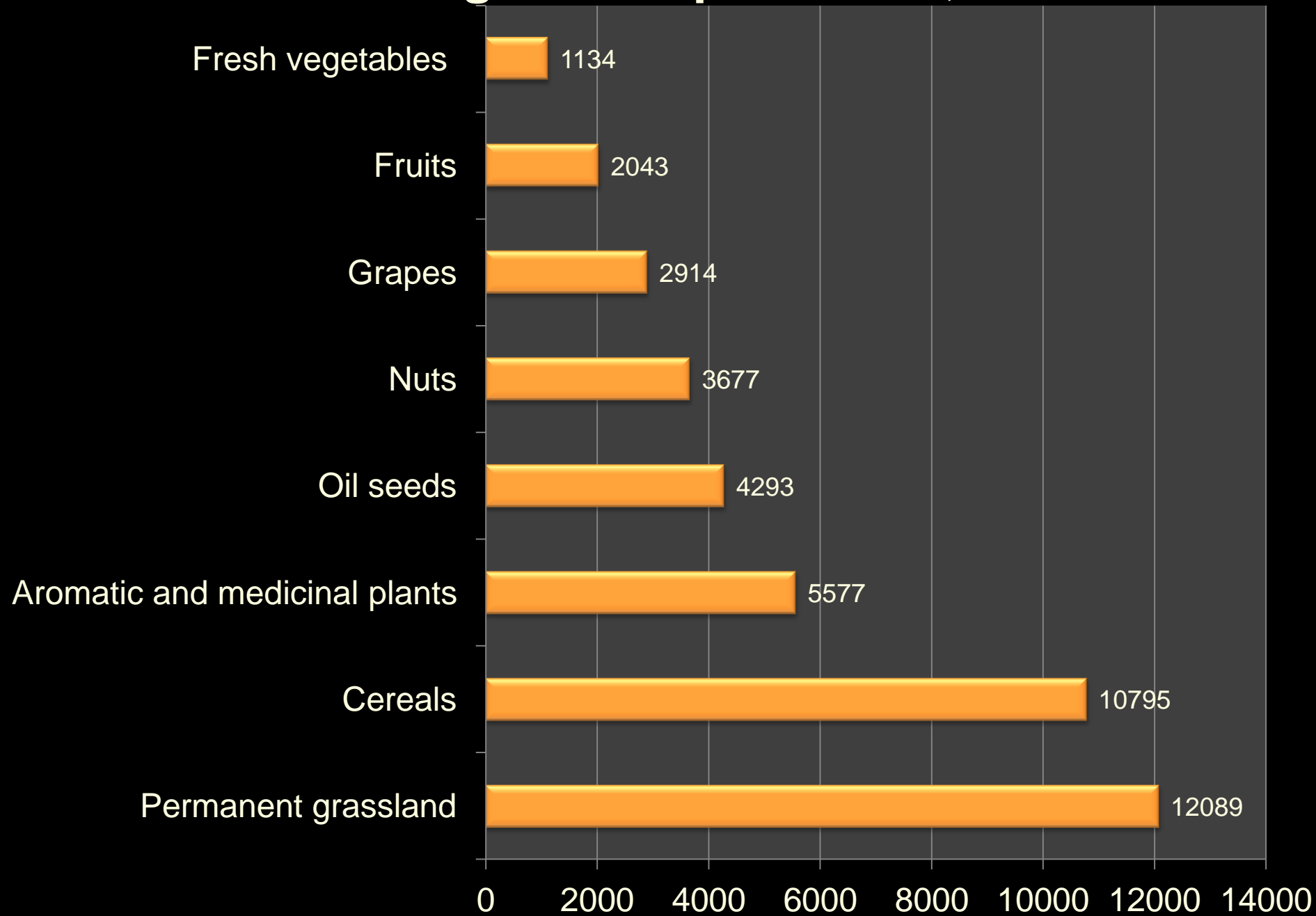
Certified operators (producers, processors, traders), nb.

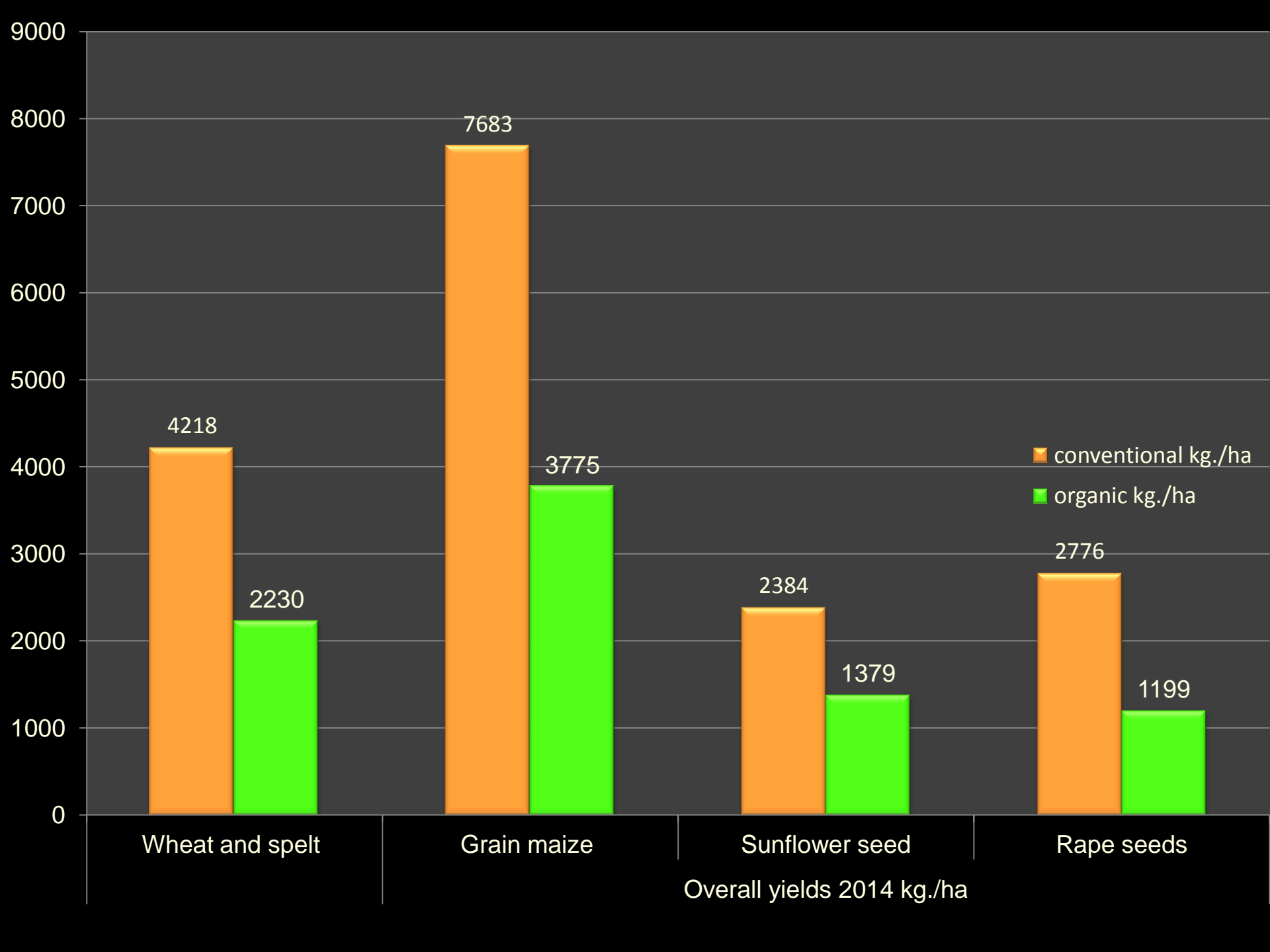


Certified land - total, ha

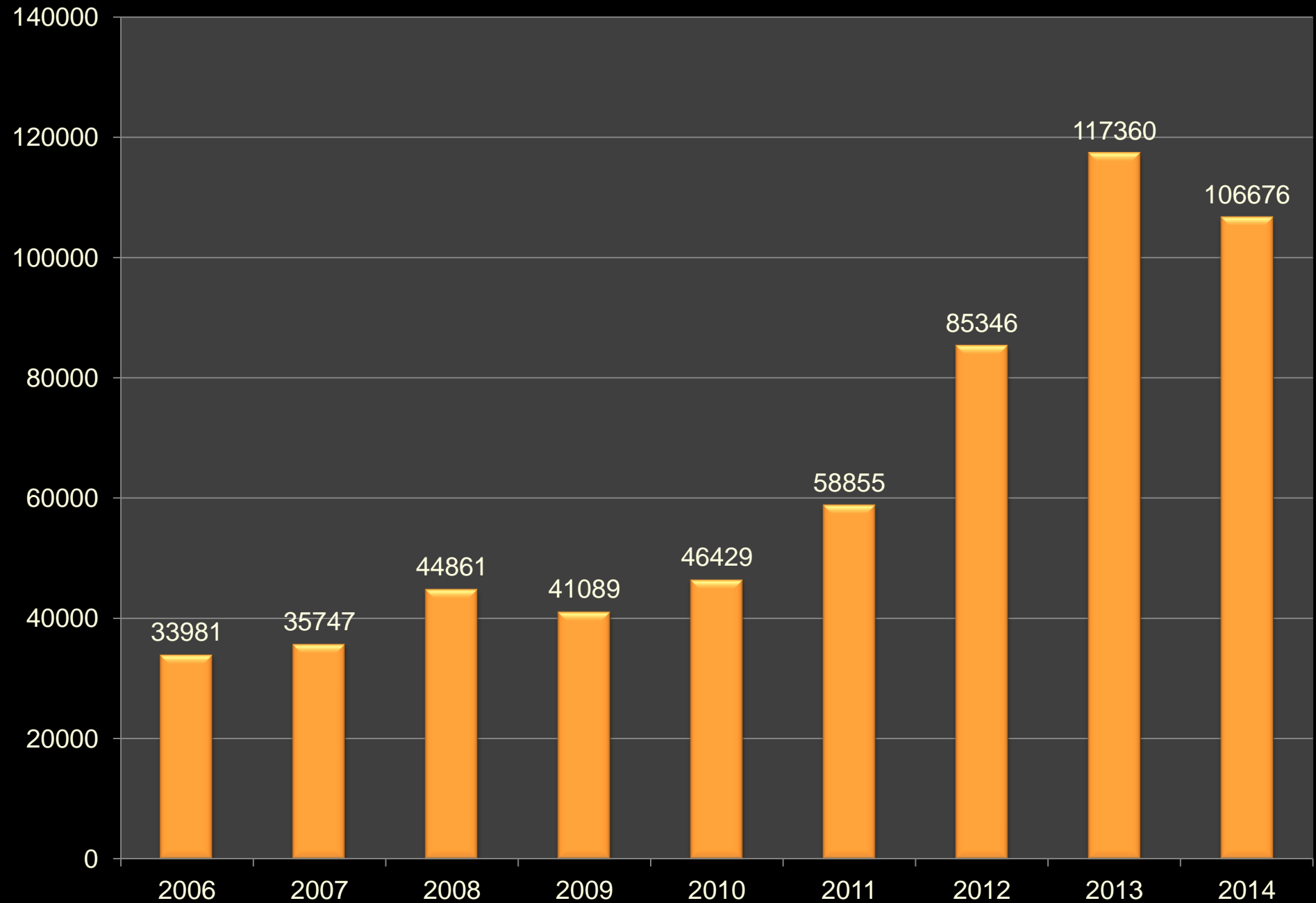


Main organic crops in 2014, ha

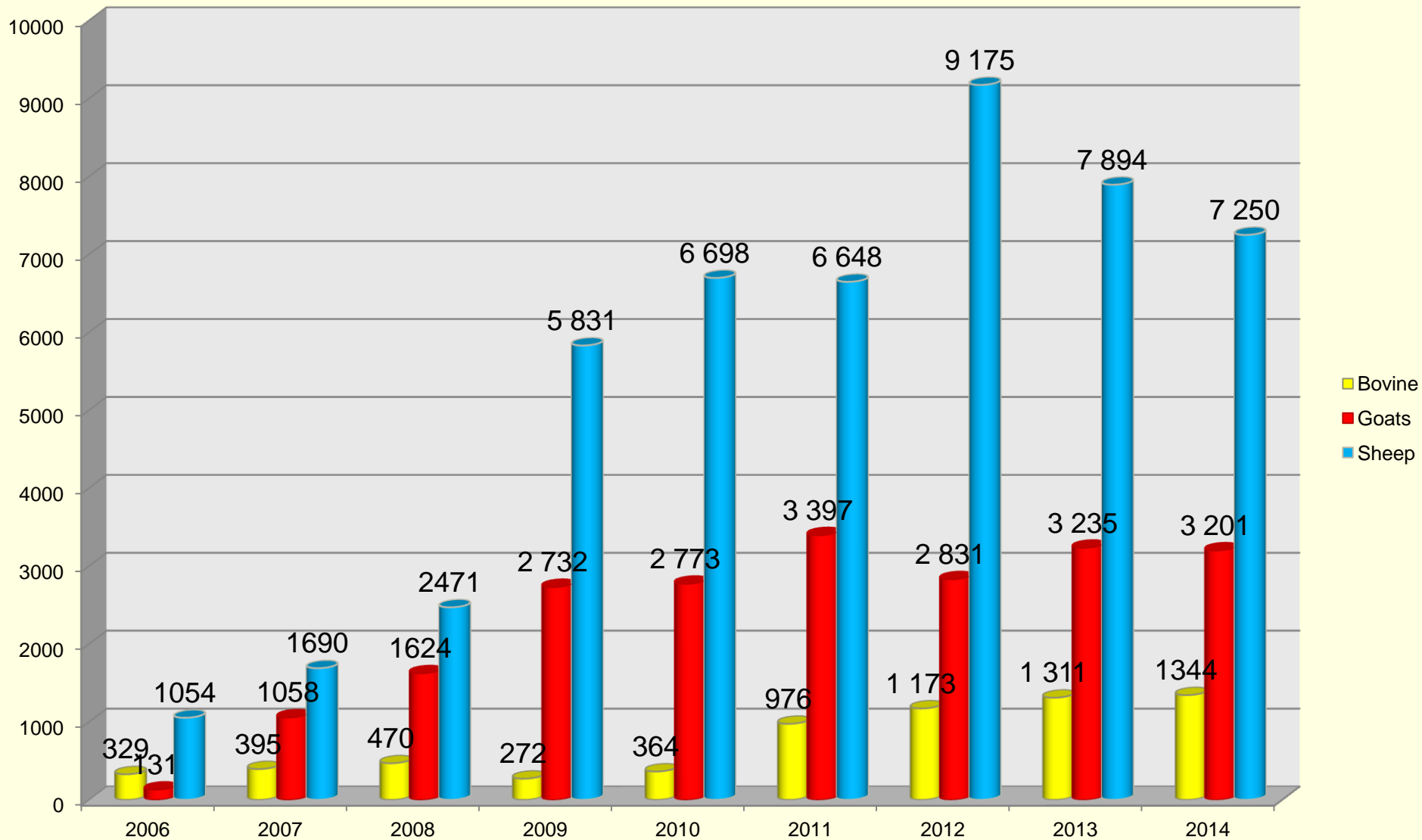




Organic beehives, nb.



Animal husbandry - statistic



Compensatory payments

Crops / animals	Euro /ha/ year	
	Transition	Organic
Pastures and meadows	128	112
Field crops, including forage crops	284	168
Permanent crops – orchards, vineyards and rose (Rosa Damascena)	736	557
Aromatic and medicinal plants	515	405
Vegetables, including cultivated mushrooms and potatoes	575	399
Beehives	35	25
Milking cows and buffaloes	230	77
Cows and buffaloes – meat production	160	63
Sheep, goats	122	90

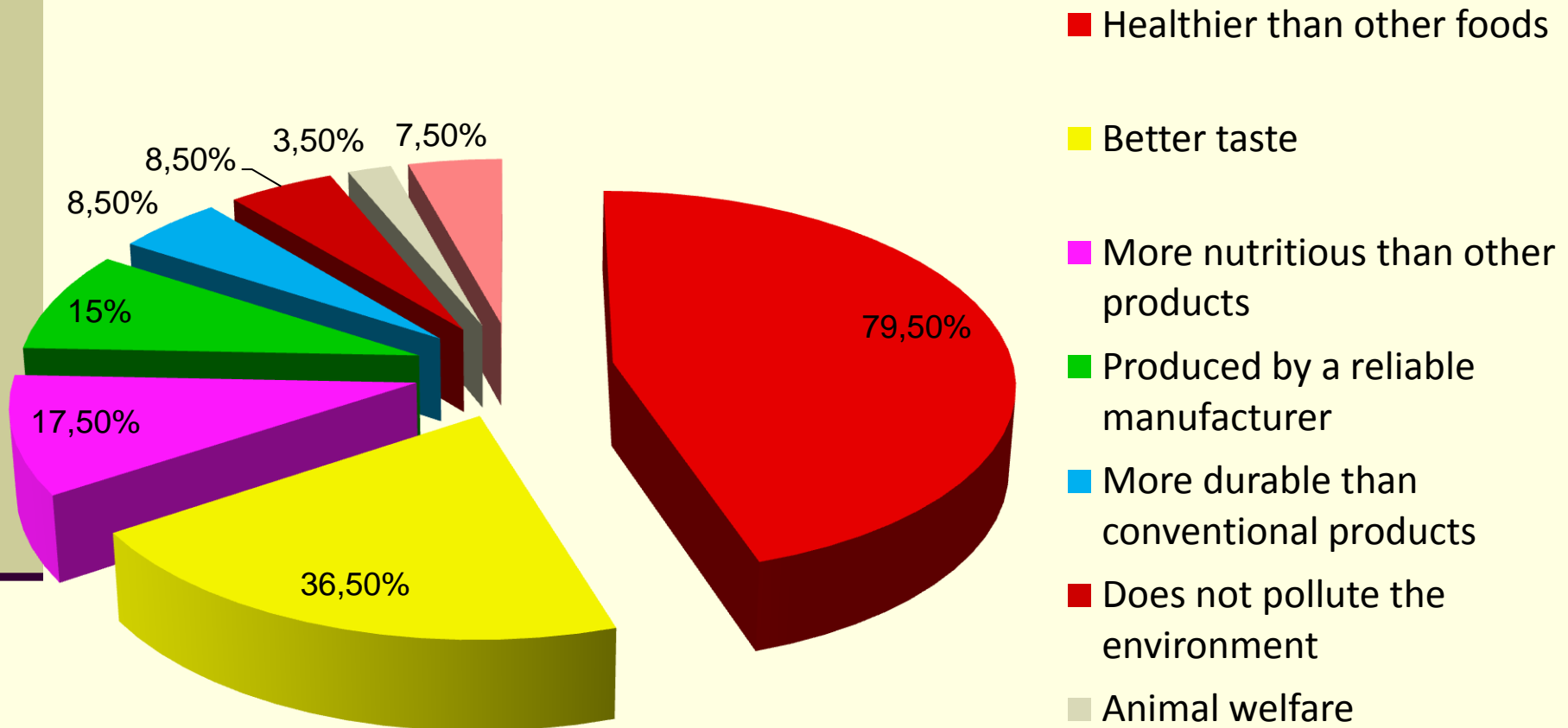
- Low overall yields, in most cases 1/2 of the conventional yields
- Big part of the organic areas are not harvested at all (**36% in 2014**)
- The certified organic livestock farms are still very small share of all organic farms (**0,6% in 2012**)
- Farms are extremely dependent on external inputs (fertilizers, plant protection products etc.)

- Production and export of mainly row materials
-
- Few organic processing units – import of basic foods like meat and eggs, butter, flour, pasta
 - Organic farms are extremely dependent of compensatory payments
 - The main motivation of the candidates for organic farmers are still compensatory payments

Organic market in Bulgaria

- The market for organic products in Bulgaria significantly overtake the production
- Almost all supermarket chains offer organic products
- The number of specialized shops for organic products is increasing
- There is not National statistic (the survey conducted by Bioselena in early 2009 is the only study done in Bulgaria)
- Marketing research, conducted by *Vitosha research* in 2009 shows consumers expectations and behavior

Consumers motivation to buy organic food





Thank you for your attention!

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