

Survey responses

ATERMON-NETHERLANDS

Deliverable: IO1/A1

SnailVille

04/05/2021

ATERMON B.V.
Authored by: Anna Gardeli
Project Number: **2020-1-UK01-KA204-079017**



Co-funded by the
Erasmus+ Programme
of the European Union

The European Commission's support for the production of this publication does not constitute an endorsement of the contents, which reflect the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

REVISION HISTORY

Version	Date	Author	Description	Action	Pages
1.0	10/02/2021	AKNOW	Creation	C	TBS

(*) Action: C = Creation, I = Insert, U = Update, R = Replace, D = Delete

REFERENCED DOCUMENTS

ID	Reference		Title
1	2020-1-UK01-KA204-079017		SnailVille Proposal
2			

APPLICABLE DOCUMENTS

ID	Reference		Title
1			
2			



Contents

1. Overview	4
2. Responses	4
2.1 Participant information	4
2.2 Training and support.....	5
2.3 Factors in and barriers to success	7
2.4 Most helpful training areas.....	8
3.1 Conclusion	9

1. Overview

This document provides a summary and brief analysis of the results of a survey disseminated by ATERMON for the purposes of research as part of the Snailville project. Following the desk research undertaken on snail farming in the Netherlands for this same project by ATERMON, the survey was intended to verify and build on the resultant findings.

Although 30 was the original aim for the number of respondents, ATERMON successfully managed 25. That being said, this probably reveals that snail farming in the Netherlands still needs to be well-established, as very few trainings and support exist in the country.

This fact is also reflected in the fact that almost all respondents are amateurs and regard snail farming rather as a hobby than a professional perspective and as such they are not involved in any aspect of commerce and e-commerce in a global market. In fact, there is only a very low percentage of the respondents that actually export a significant proportion of their products, with the rest of them not having received any guidance or help to flourish in the snail farming sector.

Overall, the answers revealed that the need for guidance and support can prove to be significantly helpful for snail farmers that wish to start a sustainable business in the field, given also that the competition with imports is deemed as increasingly high.

2. Responses

2.1 Participant information

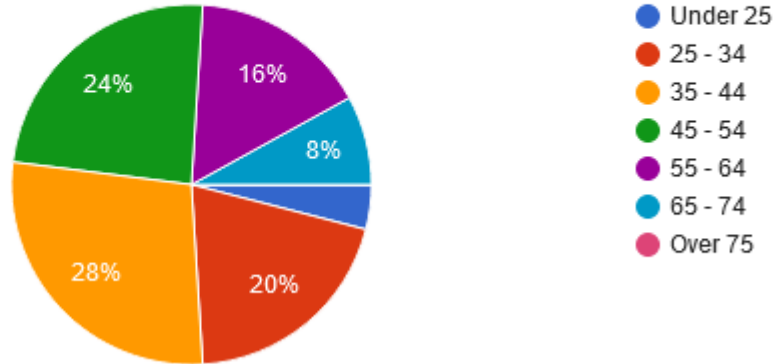
The first section of the questionnaire asked demographic questions in order to export useful data about the background of the respondents.

In particular, the results showed that most of them belong to the age group 35-55 (28%), while 6 of the respondents (24%) are between 45 and 54. A 20% of the respondents belongs to age group of 25-34 and the rest of the respondents are over 65.

In addition, as already mentioned the majority of the respondents (40%) are amateurs while only a 16% owns a snail farm.

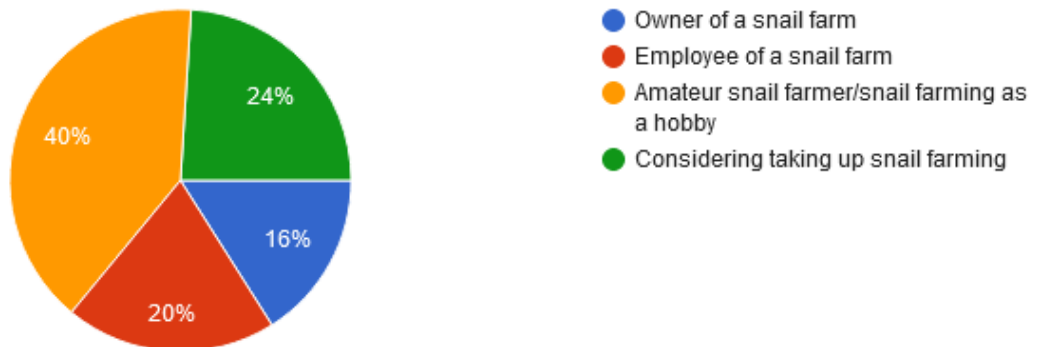
What age are you?

25 responses



Which of these best describes your situation?

25 responses

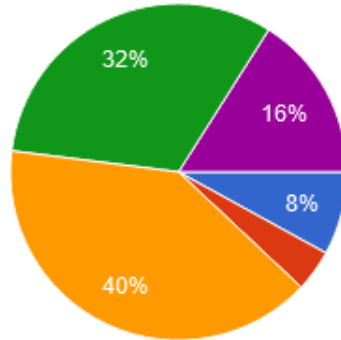


2.2 Training and support

The next section of the survey focused on the kind of training, support and guidance that the participants had received. The first question in this section asked them whether respondents had undertaken any training respondents with most of them (40%) indicating that they have attended a heliciculture training organized by another snail farming business, while 16% of the respondents claimed that they have never received any kind of training. A vast number of respondents also indicated that they have attended online courses abroad, revealing that there are few online courses within the borders that are well-organized. However, the plurality of 10 people indicated that were not actually helped out by the guidance they had received, while 28% has not received any support or guidance. Au contraire, though, almost all participants (88%) pinpointed the usefulness of proper training, support and guidance in the field of snail farming.

Have you ever attended a training session in snail farming?

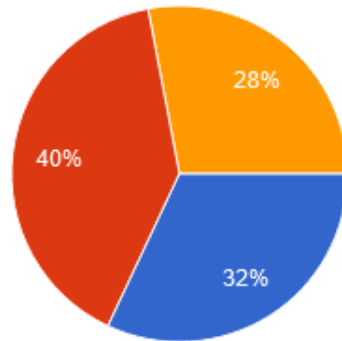
25 responses



- I attended a university course on snail farming
- I attended a heliculture training organised by an industry body
- I attended a heliculture training organised by another snail farming b...
- I attended an online snail farming course based abroad
- I have never received heliculture training

Do you feel that you have received sufficient guidance on legislation and standards relevant to snail farming?

25 responses

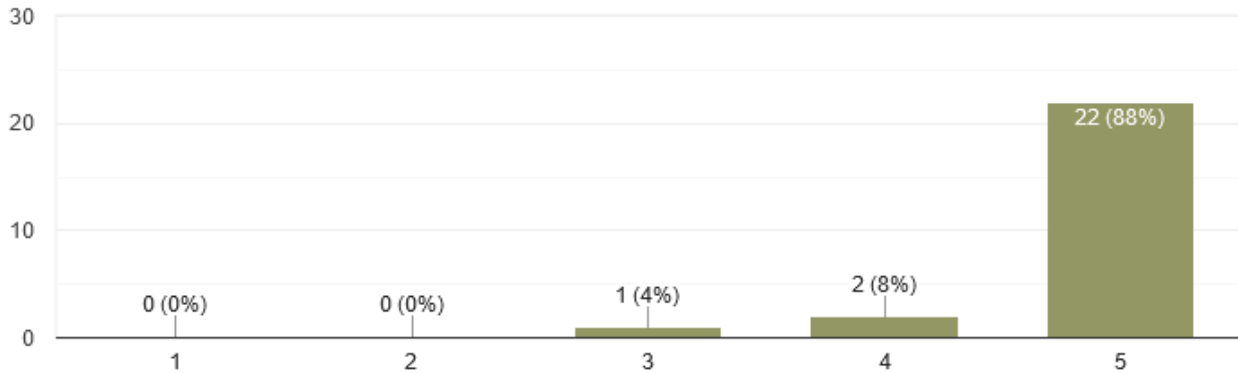


- I have received clear and helpful guidance
- I have received some guidance, but it was not very helpful
- I have received no support or guidance

How useful do you feel it is for a snail farmer have agricultural knowledge and skills?



25 responses



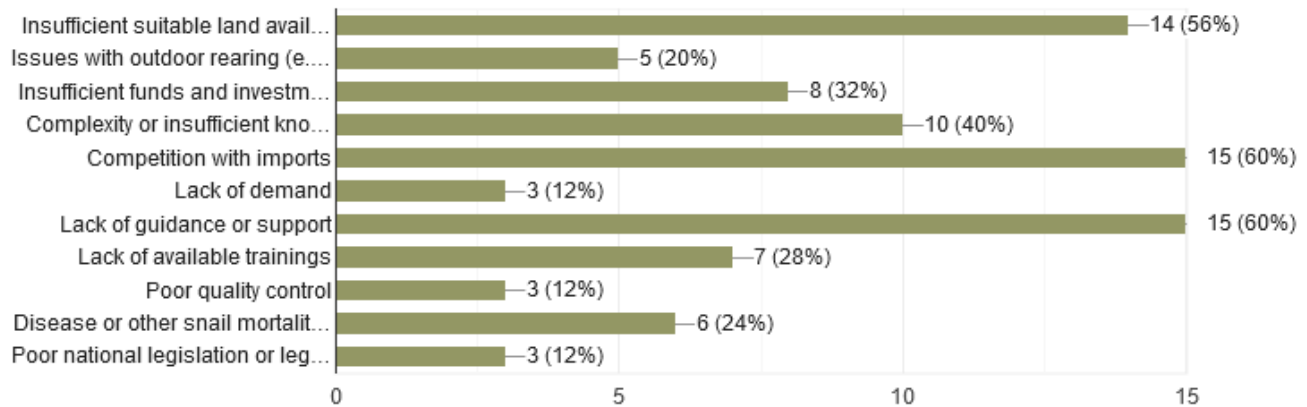
2.3 Factors in and barriers to success

The current section asked respondents to evaluate the reasons for which snail farms in their country failed to attain success, and then the reason that such businesses did become successful.

The results revealed that upon the most important reasons are the lack of guidance or support (60%) along with the competition of imports (60%), while a 56% of the respondents also emphasized in the insufficient or suitable land that is available for snail farming. A lesser amount of participants (40%) indicated the complexity or insufficiency of knowledge about snail breeding as one of the most vital reasons that snail farming businesses fail to succeed, while difficult-to-find funds and sources of investment possibly deteriorate this situation.

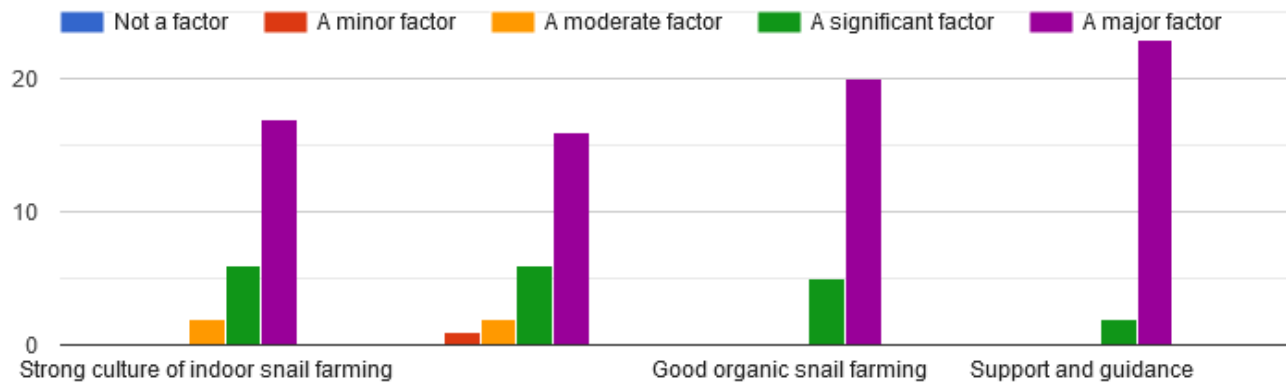
Please choose from the issues below what you think are the greatest barriers to successful snail farming in your country

25 responses



That being said, it seems that almost all the participants (23 out of 25) replied that receiving adequate support and guidance is a major factor, while also good organic snail farming and strong culture of indoor and outdoor snail farming are also considered major factors by the majority of participants.

How much of a factor do you think each of the below topics is in the success of snail farming in your country

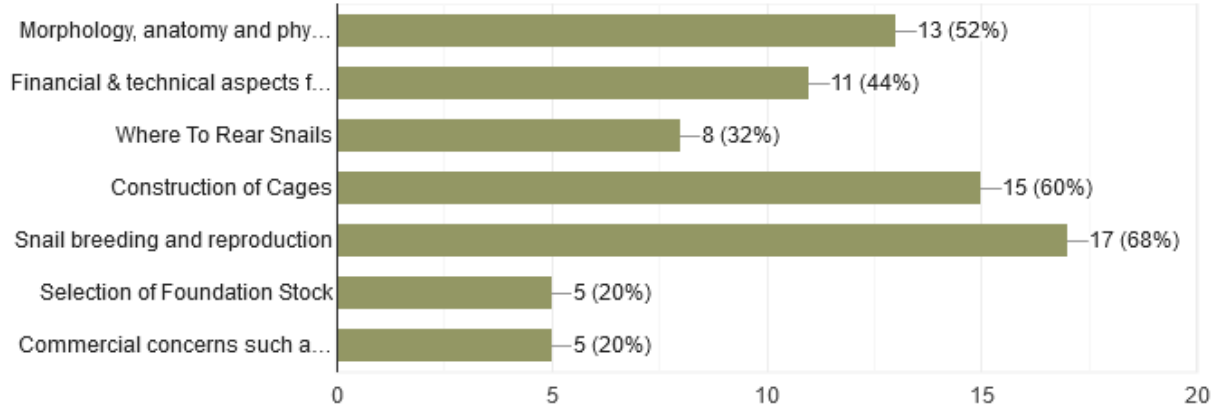


2.4 Most helpful training areas

The final question of the survey touched based to evaluate the most helpful areas that an aspiring snail farming entrepreneur should be trained upon. Namely, the results revealed that 68% of the participants focused on snail breeding and reproduction, while 60% expressed interest to learn more about construction cages. A significant amount of participants (52%) were also keen on learning more about morphology, anatomy and physiology of land snails, while 44% would be more confident to study the financial and technical aspects of setting up and successfully running a sustainable snail farming business.

Which of these do you feel would be most helpful for a snail farmer like yourself to learn more about?

25 responses



3.1 Conclusion

As the pre-application research conducted at national level revealed a gap between the needs of snail farmers and the offer of trainings and funds in the country. As a matter of fact, the current survey validated this gap, revealing an urgent need for provision of more sufficient support and guidance to aspiring entrepreneurs.

Therefore, the survey came to shed light on the topics were snail farmers need to be trained upon with a particular focus on snail breeding techniques and also on the financial and technical aspects that ensure the long-term sustainability of a snail farming business.