



WHY WHEY
Improvement of Production and Management
Process in Dairy-Cheese Sector and Dairy
Waste Management



IQ03: TRAINING NEEDS ANALYSIS

Report

ITALY



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SUMMARY

INTRODUCTION.....	3
METHODOLOGY	3
The results	4
1. INNOVATIVE TRENDS IN MILK/CHEESE BY-PRODUCTS AND WASTE	4
2. TRAINING NEEDS	7
3. MANAGEMENT	8
4. INFORMATION AND TRAINING COURSES	9
CONCLUSION	Errore. Il segnalibro non è definito.

INTRODUCTION

The national training needs surveys are the base on which the training course is going to be developed. Only collecting the suggestions and point of view from stakeholders, the training output will respond exactly to the training needs of workers and managers working in the dairy sector, improving their skills and competences and thus ensuring innovation, increased competitiveness and respect for environment.

These results will be discussed and validated by stakeholders and experts during a dedicated workshop.

METHODOLOGY

The Italian survey took place from April to June 2015.

Meetings with different stakeholders and experts were organized to present the project and explain the importance to collect training needs of the sector in order to provide innovative training opportunities for workers and managers.

27 questionnaires were collected.

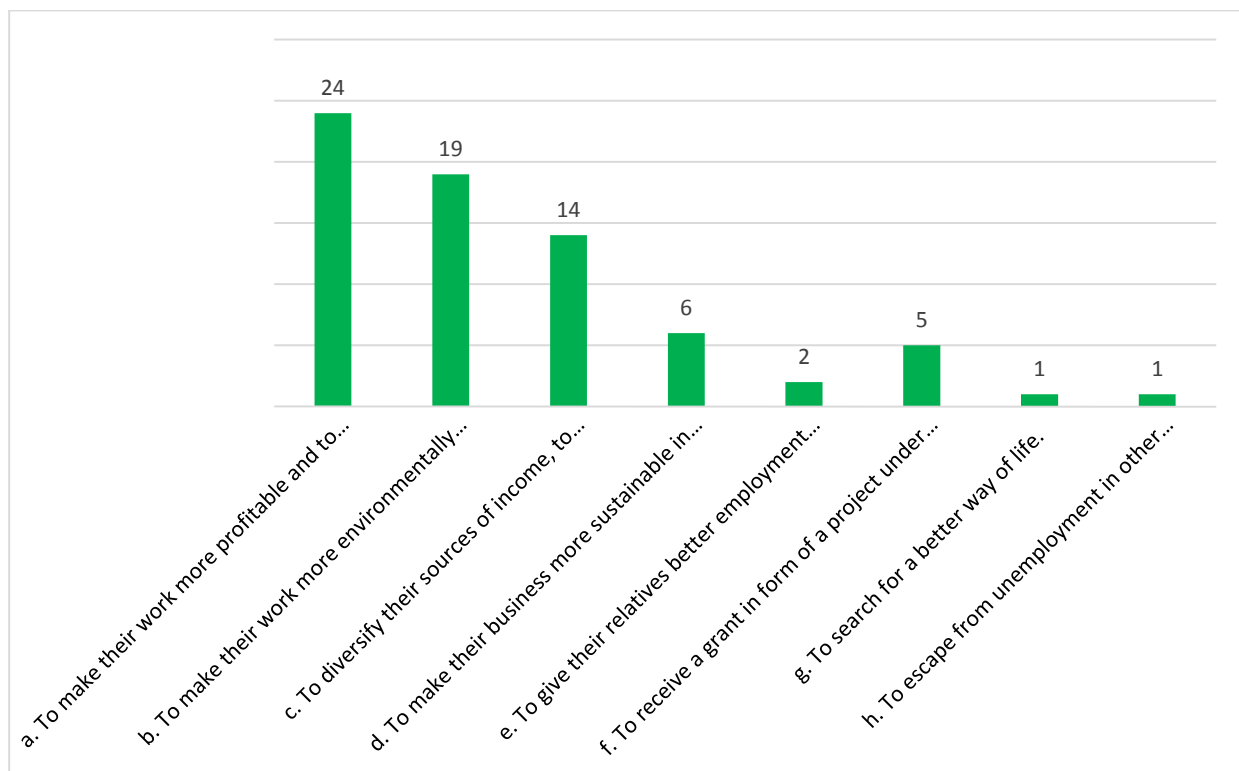
Target groups:

- Farmers
- Dairy producers
- Academics
- Trainers and teachers
- Researchers

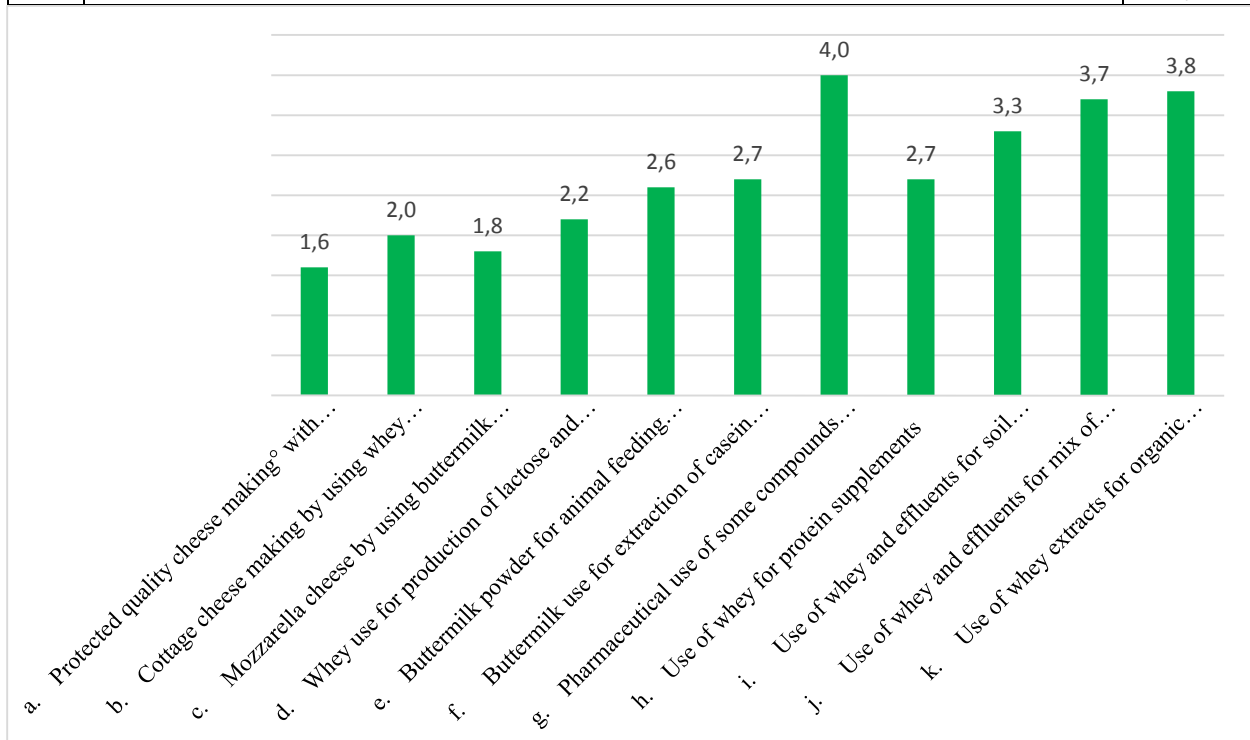
The results

1. INNOVATIVE TRENDS IN MILK/CHEESE BY-PRODUCTS AND WASTE

In the area where you work, for which reason do you think that farmers, milk producers/cheese makers should introduce some changes? <i>(Respondents could choose more than one option)</i>		answers
A	To make their work more profitable and to earn extra income	24
B	To make their work more environmentally sustainable	19
C	To diversify their sources of income, to make it more stable	14
D	To make their business more sustainable in the long term.	6
E	To give their relatives better employment opportunities.	2
F	To receive a grant in form of a project under European funds.	5
G	To search for a better way of life.	1
H	To escape from unemployment in other sectors	1



What do you consider the most innovative trends in the dairy supply chain for your region/country with reference with use of by-products? <i>Respondents could choose on a scale from 1 to 5 where 1 was the lowest rate (not innovative) and 5 the highest one (very innovative)</i>		average
A	Protected quality cheese making with use of whey as a by-product	1,6
B	Cottage cheese making by using whey as a by-product	2,0
C	Mozzarella cheese by using buttermilk as a by-product	1,8
D	Whey use for production of lactose and whey powder	2,2
E	Buttermilk powder for animal feeding (piglets, etc.)	2,6
F	Buttermilk use for extraction of casein and other substances	2,7
G	Pharmaceutical use of some compounds (sugars, fats) and minerals	4,0
H	Use of whey for protein supplements	2,7
I	Use of whey and effluents for soil fertirrigation	3,3
J	Use of whey and effluents for mix of bio-mass energy	3,7
K	Use of whey extracts for organic disinfectants and detergents	3,8





Can you please give your advice from 1 one up to 3 successful case studies in your region/country of a company with a good combination of the innovative trends above listed?

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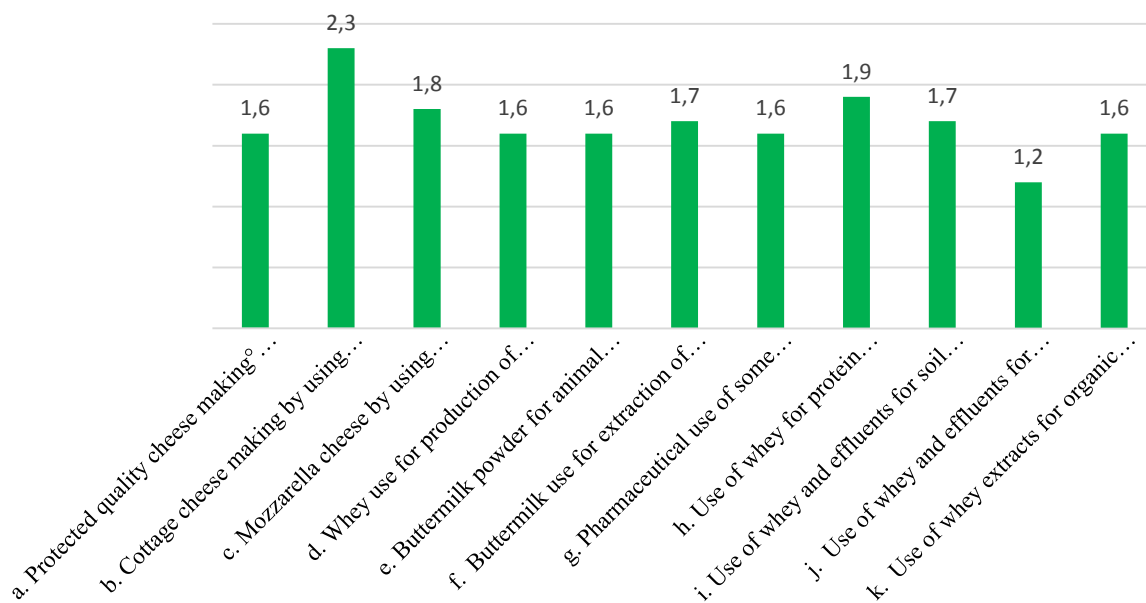
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<http://www.latteriacoderno.it/>

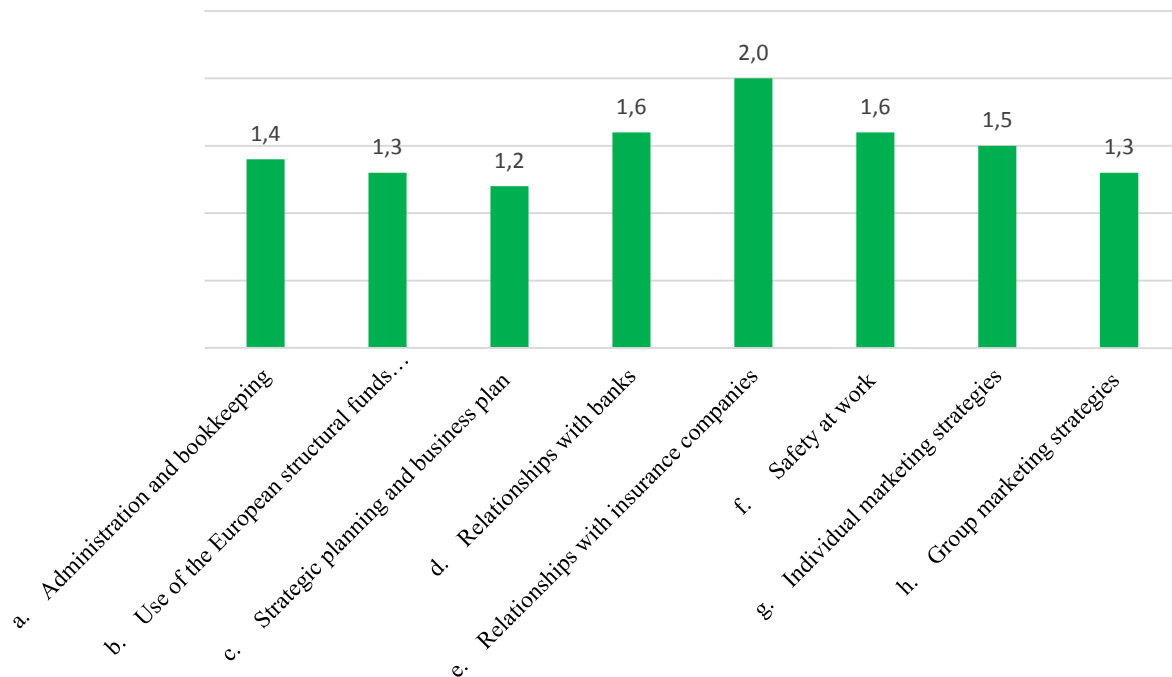
2. TRAINING NEEDS

Associated to the innovative activities you have indicated above, which ones do you think that target users might require more training in your region/country? <i>Respondents could choose on a scale from 1 to 3 where 1 is the highest rate (more important) and 3 the lowest one (less important)</i>	average
a. Protected quality cheese making with use of whey as a by-product	1,6
b. Cottage cheese making by using whey as a by-product	2,3
c. Mozzarella cheese by using buttermilk as a by-product	1,8
d. Whey use for production of lactose and whey powder	1,6
e. Buttermilk powder for animal feeding (piglets, etc.).	1,6
f. Buttermilk use for extraction of casein and other substances	1,7
g. Pharmaceutical use of some compounds (sugars, fats) and minerals	1,6
h. Use of whey for protein supplements	1,9
i. Use of whey and effluents for soil fertirrigation.	1,7
j. Use of whey and effluents for mix of bio-mass energy.	1,2
k. Use of whey extracts for organic disinfectants and detergents	1,6



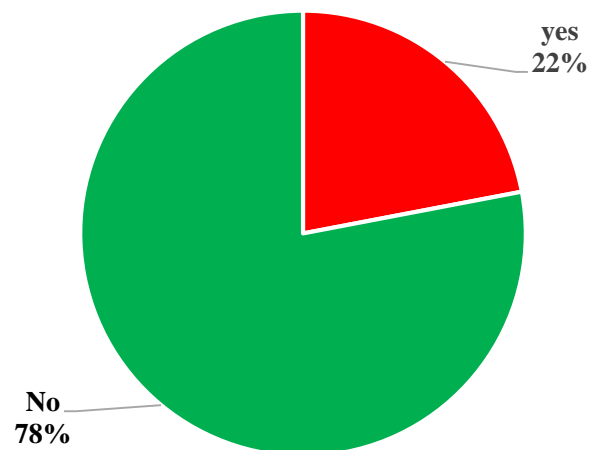
3. MANAGEMENT

What kind of complementary management competencies to the technical ones are, according to you, are the most important for improving management of companies in the dairy sector? <i>Respondents could choose on a scale from 1 to 3 where 1 is the highest rate (more important) and 3 the lowest one (less important)</i>	Average
a. Administration and bookkeeping	1,4
b. Use of the European structural funds (EAFRD , ERDF, ESF)	1,3
c. Strategic planning and business plan	1,2
d. Relationships with banks	1,6
e. Relationships with insurance companies	2,0
f. Safety at work	1,6
g. Individual marketing strategies	1,5
h. Group marketing strategies	1,3

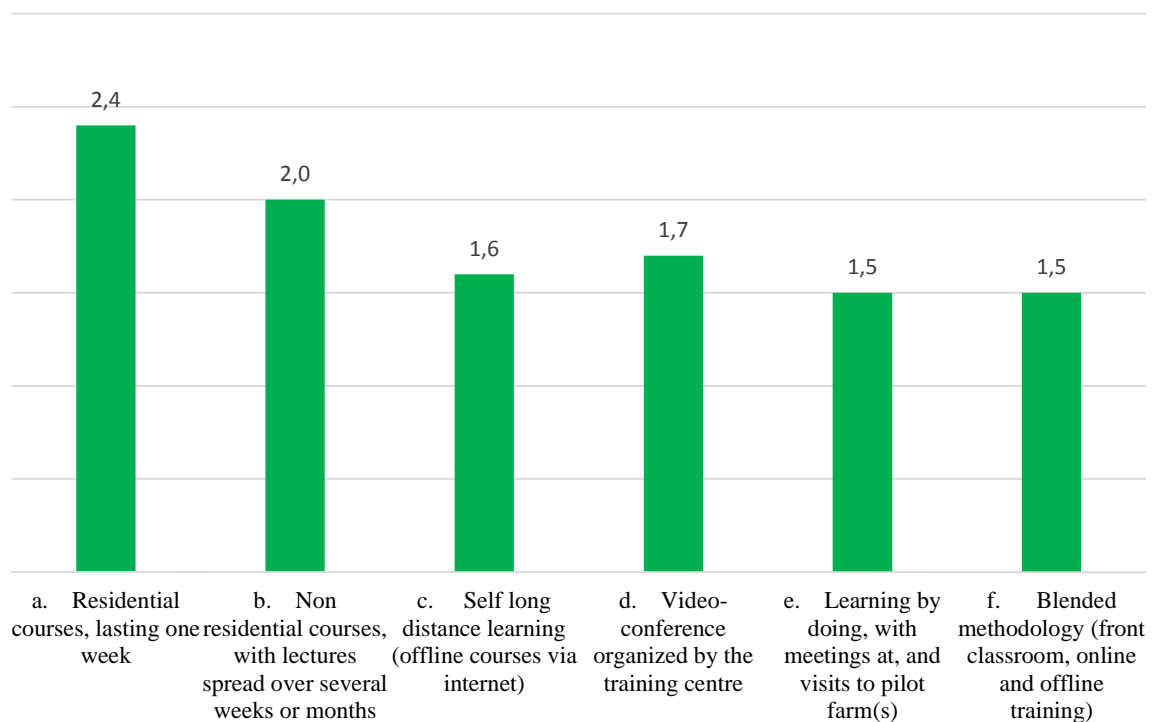


4. INFORMATION AND TRAINING COURSES

Do you think that relevant information and training for innovative agriculture are easily available in the dairy supply chain sector?	yes	no
	6	21



What kind of learning do you think that the young farmers, women, and new farmers in your area of action would prefer? <i>Respondents could choose on a scale from 1 to 3 where 1 is the highest rate (more important) and 3 the lowest one (less important)</i>	average
a. Residential courses, lasting one week	2,4
b. Non residential courses, with lectures spread over several weeks or months	2,0
c. Self long distance learning (offline courses via internet)	1,6
d. Video-conference organized by the training center	1,7
e. Learning by doing, with meetings at, and visits to pilot farm(s)	1,5
f. Blended methodology (front classroom, online and offline training)	1,5



What kind of training tools and activities do you think are more effective and user friendly for target users? <i>Respondents could choose on a scale from 1 to 3 where 1 is the highest rate (more important) and 3 the lowest one (less important)</i>	Average
a. Complete online course based on teaching material and exercises	2,0
b. Teaching material downloadable and printable for offline course	1,4
c. Handbook made of chapters for self-study and front lesson	1,5
d. Video-conferences from class room organized by Skype with students	1,7
e. Placement based on learning by doing assisted by a tutor	1,1
f. Combination of the above	2,0

