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SECTORAL EFFECTS OF IPARD SUPPORTS: EXAMPLE OF KONYA MILK SECTOR

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ABSTRACT

The aim of this study is to analyze the sectoral effects of IPARD funds based on the Konya dairy sector. In this context, the impacts of these supports at the micro level at the enterprise level and at the macro scale at the economic, environmental, institutionalization, technological and socio-cultural dimensions were discussed. The population of the research consists of enterprises benefiting from IPARD support in Konya Dairy Sector since 2011 and TKDK employees who have worked in IPARD support. Within this scope, IPARD support has been provided to 84 out of 137 Dairy Producing Agricultural Enterprises and 9 out of 21 Dairy and Dairy Businesses which have applied to IPARD support since 2011. As can be seen from these data, the universe of the study consists of 84 enterprises operating in the milk sector in 22 districts of Konya. SPSS and E-Views were used in the analysis.

cooperation has increased. When the opinions of the employees involved in the IPARD support were analyzed, it was determined that the objectives of the projects were achieved and they achieved significant gains.

Keywords: Rural Development Policies, European Union, IPARD.

INTRODUCTION

According to the results of the analysis, 56% of the surveyed enterprises have limited company status. 67% of these enterprises defined themselves as a family business. When the number of employees is taken into consideration, it has been determined that the enterprises subject to the field study have micro enterprise status. After IPARD support, employment, production and technology level of the enterprises increased as well as the use of tractors, technical knowledge level in production, access to technical knowledge and input usage. It has been determined that the income, number of animals, variety of plant products, milk production, milk sales, investments, credit usage and credit demands have increased due to IPARD projects. It has been determined that immigration has decreased due to IPARD projects and that the desire to organize and the awareness of establishing

Rural development is a difficult and tedious process for countries. The ability to speak of collective rural development depends on changing the behavior and habits of individuals. It will be very difficult to prevent migration from rural to urban, which is one of the human behaviors of individuals, unless it increases the living standards and income level of the rural people. In addition, anarchy and terrorism, which is the biggest

problem caused by rural-urban imbalance, can be opened. Indeed, there is a long time in Turkey and also one of the major causes of the terrorism problem causing the loss of many lives and property, is not providing enough rural development. In short, it will be difficult to reach the desired level in rural development if the social and psychological aspects of these policies are neglected, considering rural development as a problem that can be solved only as a result of material economic policies to be implemented - raising the income level, improving the agricultural sector and increasing the contribution to the economy. What is expected with rural development is to create villagers who can benefit from the opportunities of urban life while preserving their own cultural values in their village and thus eliminate the differences between village and city.

Since the general activity of the rural population is low value-added activities such as agriculture, animal husbandry and fisheries, the general life and income levels of this population are low. Therefore, countries are implementing rural development policies in order to reduce the rural-urban imbalance. Currently, immigration and terrorism as the problem of Turkey maintains its place in the first row. Failure to implement an effective rural development policy is seen as one of the most important causes of problems such as terrorism. In this context, the development differences between rural and urban areas, modernization efforts in the process of economic and social development emerge as a result of industrialization and economic transformation. Turkey in particular rural development speed could not catch the urban growth rate in the said period. The most important reasons are; The transformation of the Turkish economy in favor of the service and industrial sector and the migration from rural to urban areas. Namely; Turkey in

1927 to 75.8% in the waist of the population in rural areas and villages namely, the 24.2% lived in urban areas; In 2016, the proportion of urban residents increased to 92.3%, while the proportion of rural residents decreased to 7.7% (TurkStat, 2017).

The development policies implemented in Turkey are generally "planned development policies" could be described as. It began in 1930 with the planned development policy in Turkey, especially the 5-year development plans have been prepared since 1963. In this context, support agricultural practices in Turkey have been applied for many years for different purpose and scope. as to assist in resolving the structural problems permanently on the wrong understanding and application support Turkey's rural development has caused problems even to increase exponentially. Especially in 2005 with the start of Turkey's EU full membership negotiations on issues of rural development, it has now been conferred a special importance in terms of integration into the European Union. In this context, new for Turkey and rural development to help order the Regional Development Agency for the project call in the context of financial support programs, problems with the site identifying and resolving focused on decentralization concept, when used effectively as from political concerns may make important contributions to the development of rural development. Won in 2005 the European Union candidate country status of Turkey, on the one hand, the rural-urban imbalance in the harmonization process should pay attention to this unity has become one of the most important issues. Approximately 90% of the European Union is rural and 56% of the population lives in rural areas. Approximately 77% of rural areas are agriculture and forestry. This has led to the particular importance of rural development within the Union. In

addition, the fact that rural development activities enable the development of a small scale local infrastructure linking the rural communities with the large investments to be made within the scope of regional and cohesion policies shows that rural development policies are in fact related to multidimensional and ongoing policies such as energy, transportation and environment. Turkey's level of development in rural areas compared with European Union countries are in need of substantial improvement (Gülçubuk et al., 2010: 4-5).

Turkey began full membership negotiations with the European Union since 2005. The ninth development plan covering the years 2007–2013 has focused particularly on rural development. Rural development action plan was prepared in the ninth development plan. This plan emphasized that rural development should be achieved not only in the agricultural and regional areas, but also in the environment, culture, energy, education, industry and trade. The European Commission has collected the financial assistance to the candidate countries in the period 2007-2013 under a program called pre-accession financial assistance (IPA). This program; Transition assistance and institutional capacity are cross-border cooperation, regional development, human resource development and rural development. The IPARD program is a fund allocated to the candidate countries by the European Union. Turkey is foreseen to benefit from this development funds for the 2007-2013 period. In this context, Turkey is divided into 1,165 million euros a share. Agriculture and Rural Development Support Agency (ARDSI-TKDK in Turkish), the European Union and the Republic of Turkey, carried out in accession negotiations, "Agriculture and Rural Development entitled" the 11th chapter, facilities available to the Rural Development funds allocated in the pre-accession process for rural development.

The ARDSI, which had the authority to use the funds in 2011 due to the late completion of the accreditation process, has brought an investment of TL 4.6 billion (approximately EUR 940 million) to the national economy in a 4-year period. Referring to the figures, Turkey's annual agricultural support under IPARD is 4 times the amount given 4 years. Therefore, it would be efficient to analyze IPARD funds at the point of effectiveness rather than financial support figures.

ARDSI support has gained importance in four areas. These; local dynamics, self-financing, development of project culture and sustainable development. In order to mobilize local dynamics through ARDSI support and to increase the number of project applications, meetings were held in all districts, meetings were held with agricultural chambers and calls for support through newspaper advertisements. ARDSI supports are not 100% grants but 50-65% of the project is supported. Therefore, the remaining part is met by the project owners / beneficiaries. Here, the self-funding situation of the project owners is very important for the sustainability of the project. Therefore, the financial analyzes made at the application stage have an important steering power in terms of supporting the support to the beneficiaries who are able to sustain the projects. In this way, the biggest problem of Turkey's agricultural support "can be converted to the problem of investment support" has made significant progress in resolving points. In order to benefit from IPARD funds, beneficiaries have to prepare projects with detailed information. It also investors in Turkey "project culture" is a critical point in the formation point. ARDSI has the authority to audit the investments for 5 years after the completion of the investments. This has been a driving force in terms of sustainability of investments. IPARD funds have played a leading role in

ensuring the sustainable development of rural development.

In 2011, ARDSI started IPARD support in 42 provinces with rural development assistance, 4 main measures and 11 different sub-measures. In the dairy sector there are two measures implemented in IPARD. These; "Milk and Dairy Products Processing and Marketing" and "Milk Producing Agricultural Enterprises". IPARD supports the long-term goals of the dairy processing sector, where there are a significant number of small and medium-sized milk processing plants, and aims to achieve strict quality and hygiene control across all processing lines. One of the most important issues of IPARD is the development of a systematic cold chain management throughout the milk collection, processing and marketing chain. Rural development component, which is the 5th Component of IPA, supports harmonization preparations and policy development for the implementation and management of the common agricultural policy, rural development policy and related policies of the European Union. allocated to Turkey under the rural development component "IPARD" in the exercise of funding from Agriculture and Rural Development Support Agency was established in 2008. Approximately three-year accreditation (authorization for the use of funds) since 2011. After a period of IPARD funds opened for use in rural development and an important move in Turkey point is provided. Within the scope of IPARD supports, a minimum of 50,000 Euros and a maximum of 3,000,000 Euros were granted to milk processing plants. In addition, at least 25.000 Euro and a maximum of 1.000.000 Euro grant has been given to milk collection centers. This study, the first rural development and will focus on the importance, after then referred to the rural development policy implemented in Turkey since the removal of devolution in 2011 by TKDK supported

and its impact on rural development of the project life will be evaluated.

Rural Development, Importance of Rural Development and IPARD Funds

The concept of rural development is a concept that emerged at the beginning of the 19th century and has survived to the present day in parallel with the changes in the international arena. Rural development in its most general definition; These are the studies for improving the environmental conditions that bring negativities to human life. In a broad sense, rural development is a process in which rural societies are transformed into advanced society status, and this process will be realized step by step. A rural development period will start with the diagnosis and identification of the problems in the rural area. Then, planning studies are carried out in which the best alternative for the solution of these problems is selected and the way of intervention to the rural structure is determined. The prepared plans and projects are put into the application area and execution is carried out. During the implementation process, monitoring is made and the rural development period is evaluated with the monitoring values collected (UN, 2017). When it comes to rural development, it is generally the first agricultural sector that comes to mind. Rural development no longer only involves sectoral approach or agricultural development, although we cannot distinguish these two facts. Development instead of growth, sharing instead of production, marketing instead of sales, local development instead of national scale, different society dynamics instead of homogenous society structure are increasingly coming to the fore. Therefore, in a globalizing world, rural development policies also change and turn into common "policies with a functional and integrated approach that includes agriculture and non-agricultural sectors for the welfare of

the rural society” (Gülçubuk et al., 2010: 9-10).

The rapid increase in the world population and the depletion of natural resources lead human beings to understand the importance of effective use of limited resources, one of the problems that economics has to solve. Using natural resources effectively will be possible by increasing their productivity and realizing the investments made for people. The efficient use of human capital becomes even more important in countries in the transition period from agriculture to industry. Increasing the efficiency of human capital will be possible by increasing their social and economic welfare levels. This has led mankind to understand the fine line between rural and urban. The relationship between the countryside and the city left humanity face to face with the problem of development. At this point, besides “general development”, “village development” has brought the problem of “rural development” to the agenda with a more general expression. Various approaches for rural development in the world and Turkey has been developed and implemented. Since the 1750s, the national income of Western European countries, where the revolution emerged, increased significantly. The difference between the countries that realized the revolution about 250 years after the industrial revolution and the countries that could not realize the revolution increased. In this context, the foreign trade revolution developed in favor of the countries and the development differences between the countries increased rapidly. The economies of developing countries are based on agriculture. While most of the population is engaged in agriculture, the agricultural sector has the biggest share in national income. In this context, it is important to place agricultural development at the center of rural development. A sustainable and balanced

development can be achieved through investments in other sectors (Gürlük, 2001: 2-3).

In the light of all this, rural development gains importance on the basis of optimizing socio-cultural and economic differences between urban and rural areas, developing rural population in situ, in other words, solving migration and employment problems. Looking at the main purpose of rural development policies, it will be seen that there are policies aiming to improve the economic, social and cultural opportunities of rural communities. The main objectives of these policies are to ensure that the rural people take part in the development and welfare of the country, and the destruction of poverty and malnutrition in the rural areas.

Countries wishing to join the European Union have many pre-accession assistance instruments, which are applied to the non-adaptive sectors. One of them is the IPARD program implemented in Turkey. IPA Rural Development Program for Turkey (IPARD) priorities and needs in the context of pre-accession rural development in the country has been prepared taking into consideration the period. European Union contribution to the budget foreseen for IPARD 873.9 million euros, while Turkey in this framework, Turkey's contribution is 291 million euros. Therefore, the total IPARD budget is 1.165 billion Euros (TKB, 2007: 26-27).

The Agriculture and Rural Development Support Institution (ARDSI, TKDK in Turkish), which was established in 2007, has been tasked with implementing IPARD following its establishment. The purpose of the establishment of the institution is to carry out activities for the implementation of rural development programs, including the resources provided by the European Union and national institutions, within the framework of the principles and objectives envisaged in the national development

plans, programs and strategies. In IPARD, 42 provinces were included in the scope of support, and support programs were implemented in two phases in these provinces. Phase 1 provinces are 20 and started supporting activities in 2011. In the 2nd Phase determined in 2012, 22 provinces were included and they started their first project call with the 9th Call in 2013. The provinces where IPARD supports are applied are shown in Table-1.

Table- 1: Provinces where IPARD Supports are Applied

Afyonkarahisar	Balıkesir	Diyarbakır	Kahramanmaraş	Manisa	Sivas
Ağrı	Burdur	Elazığ	Karaman	Mardin	Şanlıurfa
Aksaray	Bursa	Erzincan	Kars	Mersin	Tokat
Amasya	Çanakkale	Erzurum	Kastamonu	Muş	Trabzon
Ankara	Çankırı	Giresun	Konya	Nevşehir	Uşak
Ardahan	Çorum	Hatay	Kütahya	Ordu	Van
Aydın	Denizli	Isparta	Malatya	Samsun	Yozgat

Source: TKDK, 2015.

Some criteria have been determined in the selection of the provinces in Table-1. These criteria, GDP value (below 75% of the average of Turkey), migration weak in terms of value and potential of the agricultural sector and rural areas of the city and strengths are. In the first phase it has been evaluated identified the poorest provinces of Turkey. In this context, the provinces are grouped according to the criteria of having a GDP of less than 75% (1,432 Euros) of GDP per capita (1,910 Euros). GDP is less than 75% of the average 43 Turkey listed. Later, these provinces were ranked according to the increase in foreign migration rates. This process provided a priority ranking for these provinces for their disadvantaged situations. In the second stage, 43

provinces were evaluated according to their agricultural potential. During the evaluation of the agricultural potential of the provinces; The production potential of 43 provinces in the meat, dairy, fruit and vegetable and fisheries sectors, their performances and sustainability in the agricultural production and processing sector, the weaknesses and needs of agricultural enterprises and companies to reach the Community standards were evaluated. In addition, the capacity of the provinces for the activities determined under the measure of diversification of economic activities was also analyzed. As a result of this analysis, 23 provinces with high agricultural potential were identified among 43 provinces. In the third stage, 20 additional provinces were selected. In

order to make geographic focus on programming of IPARD; Besides the importance of the disadvantaged conditions of the provinces, the agricultural potential has also been an important parameter. IPARD primarily with high potential in selected agricultural sector but GDP per capita is above 75% of the average of Turkey, 20 additional yl, were included in the scope IPARD. In the final stage, in 20 provinces with a high agricultural potential, development and excluding the highest provincial income potential, location of the agricultural potential and GDP per capita of Turkey provinces were included in the program which is below the 75% of the average (TKB, 2007: 166- 167).

Among the selected provinces, in the first implementation period of the IPARD program, applications were started only in 20 provinces in order to develop experience and capacity, and in the second implementation period of the program, 20 and 22 more provinces were added and 42 provinces were included in the scope of IPARD Program.

LITERATURE

Can and Esengün (2007) study, the IPARD program of Turkey's agricultural sector and rural areas are said to be the solution to all problems of life. In addition, it is emphasized that the IPARD support for agriculture and rural areas are in place and effective use of Turkey is necessary. The effective use of supports depends on the realization of the needs analysis, the sound foundation of the institutional structure that will operate the implementation mechanism and the determination of the planning according to the need.

Işık and Baysal (2011) discussed in their studies that raising the standard of living and increasing their income is one of the most basic problems of the

countries, since the societies living in rural areas around the world are more limited than those living in the city, and therefore, different policy searches for rural development are brought up. This policy search started with the Common Agricultural Policy (CAP) in the European Union in the 1950s and continued with the rural development programs applied to the candidate countries. In Turkey, rural development policy has been emerging as a factor to be considered along with the five-year development plans, in this context, as in the last seven-year development plan covering the years 2007-2013 focuses on the seriousness of the issue. Turkey conducts negotiations with the EU when compared to the developed countries of the European Union to become a full member as in many other indicators, it is a reality that was quite backward in terms of rural development indicators. As a matter of fact, considering the figures on a few basic indicators related to the issue, according to 2008 data, the country with the highest proportion of the rural population to the total population is Romania with 45.76%, followed by Poland with 38.7%. seen. Turkey comes after the two countries in terms of the indicators mentioned by 31.3%. France and the Netherlands 18.2%, respectively, and they're better than the rate in Turkey with 22.6%. The agricultural added value in Turkey in 2008. Gross Domestic Product (GDP) or rate was about 8.64%, said that improved the ratio of the agricultural sector by about 1.7% in the Netherlands, while in France is approximately 2%. According to data from 2008, 26.2% of total employment in Turkey when operating in the agricultural sector, this rate of 2.7% in the Netherlands, while France is 3%. This basic indicator referred to in order to capture the standards of developed countries of the European Union that Turkey needs to do a lot of work clearly demonstrates.

TEPAV (2012), with the “Analysis of Structural Properties and Determination of Competitive Strategies in Agricultural Industry” project, to increase the competitiveness of the region and to increase the competitiveness of the region through the existing data evaluation and field studies made especially in the Konya region, on the basis of product groups that are members of the Konya Commodity Exchange (KTB). It aimed to develop strategic approaches that would accelerate development. For this purpose, 10 sectors of KTB (seed, cereals, pulses, feed, milk and eggs, flour, livestock traders, butchers, raw leather and fleece, other) have been dumped, and flour production critical to Konya and milk and milk Detailed analyzes were carried out in the production of products. This report includes detailed analyzes for the dairy industry.

Sert et al. (2013) states that the livestock sector is an increasingly important sector in the world in terms of economic, social and political importance. In addition, animal husbandry, which meets the important needs of people, especially foodstuffs such as meat, milk and eggs, is one of the important sub-sectors of agriculture. So much so that in many countries including European Union countries, the share of livestock sector within total agricultural income generally varies between 30-50%. Meat and milk, which are largely made from beef, are processed into many products, adding depth to both the nutrition area and the economy in all its dimensions. Drinking milk, butter, yogurt, sausage, bacon, etc. The importance of milk and meat for the economy can be more easily understood if the products and their variety and phases until they are consumed are considered. Dairy and dairy products industry, which has a 15% production value in the food industry, is an extremely important sub-sector in terms of the fact that milk contains many nutrients in its composition

and is an essential nutrient that should be consumed in every stage of human life, as well as the added value it provides to the national economy.

Unal and Fidan (2014), for which Turkey is an important issue for the agricultural sector in the social dimension, as well as economic, reported a healthy support program cannot be implemented. In this context, in our study, it was aimed to examine the efficiency of agricultural supports provided by European Union funds. A European Union funds to the economy after the implementation of IPARD in Turkey and its impact on agriculture by taking in Kutahya Turkey, for example, is to investigate the efficacy of such programs compared to traditional agricultural support issue; Besides its effects on dairy cattle, broiler and medicinal and aromatic plant breeding, its contribution to agricultural education is discussed in dimensions. As a result of the study, it was found that IPARD application produced successful outputs in the supporting titles examined. Thus, if implemented correctly it said that the agricultural support Turkey can bring lasting solutions to the structural problems in agriculture. Working in the field of agriculture which have a vital importance for Turkey, regarding the process of implementing the structural transformation includes results can contribute in the size of agricultural subsidies.

Aras and Köseoğlu (2015), milk sector in Turkey and Konya is a sector which is growing every year because of the close relationship and that depend on the agricultural sector, the raw material suppliers emphasizes that it has a twofold significance. It also states that with the added value it creates, it is one of the sectors that are especially important for rural and regional development. population growth experienced in the world and in Turkey in recent years has increased the production and consumption

of milk and milk products of economic development and transformation. Especially in developing countries like us, the increase in per capita income and population has increased the consumption of milk and dairy products, which is an important source of protein. Both Turkey and demand increases experienced in the world of milk and milk products was reflected in a positive way trade. This process paved the way for the support policies for the sector to increase and thus new investments in the national and international arena. Turkey required in terms of both production and raw milk production in dairy products is an important country in the world. World production trend experienced in the last 10 years in Turkey showed the effect of production of raw milk and dairy products in Turkey has experienced growth in the sector at a serious level. Implemented support policies and is the industry made significant investments required the presence of animals both in terms of raw milk production that Turkey has the potential to stand out in the world.

Aslan et al. (2016) stated in their study that the Agriculture and Rural Development Support Institution (ARDSI) used the grant granted under the Rural Development, the fifth component of the Instrument for Pre-Accession Assistance. In 2012, TKDK Mardin Provincial Coordinator was established and started accepting projects in 2013. Contracts of 167 projects in total have been signed in the province of Mardin. Investments in the context of these contracts have benefited the development of sectors such as milk, meat and beekeeping. In addition, these investments had a positive impact on employment in Mardin.

Stojcheska et al. (2016) emphasized that rural development policy reforms and institutional arrangements are crucial for the Western Balkan countries, whose economies are highly dependent on

agriculture, to overcome transition challenges. The complex rural development context in these countries triggers the need to better understand and explain the factors affecting the use of rural development policy funds. Therefore, the aim of the study is to reveal how behavioral determinants and some socioeconomic characteristics affect farmers' willingness to apply for rural development support (RDS). The analysis part is based on the theory of planned behavior and structural equation modeling using agricultural survey data collected in Macedonia, Serbia and Bosnia and Herzegovina in 2014. The results show that the success of RDS depends on farmers' basic psychological structures. Willingness to use RDS funds is stronger for farmers with positive attitudes (in all three countries), from the social setting (in Serbia and Bosnia and Herzegovina) and in higher perceived behavior control (in Bosnia and Herzegovina and Macedonia). In addition, although the impact of farm profitability on age, education and behavioral determinants is less pronounced, previous experience with applying RDS funds positively affects farmers' willingness to apply for RDS. In the study, it was stated that these three countries are at different levels in terms of using IPARD supports of national rural development policies. Although Macedonia has access to a more stable national rural development policy and IPARD funds, it has a very low level of support use (7%). Serbia usually allocates low-level funds from the budget for rural development measures and makes necessary institutional arrangements to take advantage of IPARD funds. Bosnia and Herzegovina does not have an agricultural and rural development policy at the national level.

METHODOLOGY

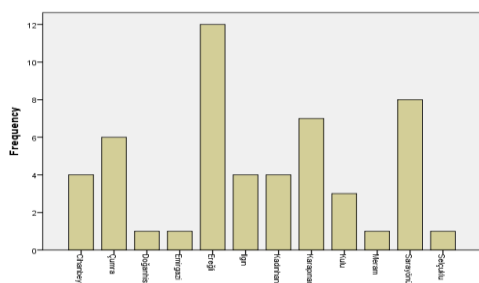
The most important aim of this project is to reveal the sectoral effects of IPARD supports based on the Konya Dairy Industry Case. In this context, our study is an impact assessment analysis. These analyzes add a quantitative dimension to the study. Based on this, a field study will be conducted in order to determine the effects of IPARD supports. For the field study, previously tested questionnaire forms will be used.

The universe of the research is the enterprises and IPARD employees who have benefited from IPARD supports in Konya Dairy Sector since 2011. It is addressed under two headings as Agricultural Enterprises and Milk and Dairy Products Processing and Marketing of milk sector in Konya. In this context, IPARD support has been provided to 84 of 137 Milk Producing Agricultural Enterprises that have applied to IPARD support since 2011, and to 9 of the establishments that have been processing and marketing 21 Milk and Dairy Products. As it can be understood from these data, the universe of our project constituted a total of 84 businesses operating in the dairy sector in 22 districts of Konya.

ANALYSIS RESULTS

In evaluating the results obtained from the survey analysis, the respondents of the survey were taken into consideration. The distribution of enterprises participating in the survey application by districts is given in Figure-1.

Figure- 1: Dairy Producer Companies Surveyed



According to Figure-1, the district with the highest number of surveys was Eregli with 12 surveys. Eregli was followed by Sarayönü with 8 surveys, Karapınar with 7 surveys and Çumra with 6 surveys.

When the positions of the respondents were analyzed, it was determined that 26 of the respondents were owners, 13 of them were partners, 4 of them were professional managers and 5 of them were in other positions, while 1 questionnaire was not answered.

When the education levels of the participants were examined, it was seen that 21 were university graduates, 14 were high school graduates, 6 were primary school graduates, and 4 were graduate education graduates. A total of 7 participants did not answer this question.

According to the information regarding the age groups of the respondents, 43% of the respondents are in the 36-46 age group, 31% in the 25-35 age group, 14% in the 47-57 age group and 12% in the 58-68 age group. When the genders of the survey were analyzed, it was determined that 48 of 52 participants were male and 3 were female and 1 question was not answered in 1 questionnaire.

When the professions of the respondents were analyzed, 30 declared that they are in Economist-Operator, 9 in Engineers, 5 in Other Social Sciences and 1 in Other Science and Other Health Sciences.

When the answers given to the question of the boundaries of the activities of the enterprises are analyzed, it is determined that 68% of them operate locally, 29% regionally and 3% nationally.

When the legal status of the companies that responded to the questionnaire was examined, it was seen that 56% of the companies participating in the survey were limited companies, 17% were joint stock companies, 14% were single-person businesses and 14% were operating in other ways.

When the company structures of the enterprises are analyzed, 35 of the respondents defined themselves as a family business. According to the answers given by the respondents to the question regarding the type of integration of the enterprise, it is seen that 67% of the enterprises operate as capital integration, 16% as capital-management integration and 14% as capital-market integration.

When the answers given by the enterprises regarding the capacity utilization rates are analyzed, 33% stated that they work with 81-90%, 29% 90% + and 17% work with less than 10% capacity. When the responses of the enterprises regarding their operating year are analyzed, 45% declared that they have been operating for 1-3 years, 28% for 10+ years and 24% for 4-6 years.

When the data on the number of employees of the enterprises are analyzed, it is determined that 77% of the employees employ 1-10 people and 21% employ 11-30 people. Accordingly, it can be said that the enterprises subject to field work have the status of micro enterprises. When the answers given to the question of whether there is a share of foreign capital or not, it is seen that 50 of 52 enterprises have no share of foreign capital in the working capital, while 2 enterprises do not answer this question. According to the answers given for determining the technology level of the enterprises, it was determined that 58% of the enterprises continue their activities with state-of-the-art technology, 29% with advanced technology and 14% with medium-level technology.

When the answers given to the question about whether the share of the R&D activities are allocated from the company's turnover, it is determined that 34% of the enterprises do not allocate any shares, and 21 of them share 1-2%. When the answers given to the question about whether they sell abroad or not are analyzed, 51 of the enterprises stated that they did not sell abroad, while only 1 of them sold less than

10%. When the data on the post-support production capacities of the enterprises were analyzed, it was determined that the number of enterprises with a capacity of 80-120 animals was 30, and the number of animals in the remaining enterprises was more than 120 heads. In this context, when the milk production amounts of the enterprises after analysis were analyzed, it was determined that the daily milk production of 41 enterprises that answered this question was 442533 liters.

When the responses regarding the technology used by the enterprises after IPARD support were analyzed, 65% of the enterprises after the support stated that they reached the latest technology, 17% advanced and 17% partially advanced technology. When the answers given to the questions regarding the marketing of the produced milk were examined, 35% of the enterprises surveyed stated that they sold their products to the producers' unions, 33% to the producers' unions and other companies, and 19% to other companies. When the answers given to the question regarding the supply of raw materials used in milk production are examined, it is determined that 33% of the enterprises themselves go to obtain raw materials by themselves, 31% by both their own means and from the outside. When the answers given to the question about what kind of contributions of businesses to the local economy after IPARD support were analyzed, it was found that 88% of them contributed to the local economy in the form of employment and production, 7% of employment and 5% of production.

Considering the blue and white collar separation after IPARD support, when employment data were examined, it was observed that 40 blue collar workers were employed in one enterprise and 20 in another enterprise, while the blue collar employment in other enterprises was less than 20. When the data on white collar employment is evaluated, it is seen that only 1 person in 20 firms and 54 people in

one business are employed in white collar status.

When the effect of IPARD projects on employment is examined, 39% of the enterprises declared that the employment definitely increased, 45% increased and 16% did not change. Accordingly, it can be stated that depending on IPARD projects, 84% of the enterprises experienced an increase in employment.

According to the answers given to the question about whether IPARD projects increase the number of tractors in the enterprises; It was determined that the number of tractors definitely increased in 25% of the enterprises, it increased in 37%, and it did not change in 15%. The rate of those who do not answer this question is 23%. When the impact of IPARD projects on agriculture income is analyzed, 15 of the enterprises stated that they definitely increased, 25% increased, 35% did not change and 4% decreased.

Whether there is a change in the number of animals depending on IPARD projects, 37% of the enterprises stated that the number of animals definitely increased, 49% increased and 14% did not change. Accordingly, depending on IPARD projects, it can be said that the number of animals increased in 86% of the enterprises.

Whether IPARD projects have an impact on herbal product diversity has been questioned; 19% of the enterprises stated that the variety of herbal products definitely increased, 37% increased and 44% did not change.

When the effect of IPARD projects on milk production is examined, 41% of the enterprises declared that the milk production definitely increased, 47% increased and 12% did not change depending on IPARD projects. From this point of view, it can be stated that as a result of IPARD projects, milk production increased in 88% of the enterprises. In this context, when the effects of projects on milk sales are analyzed; 38% of

enterprises stated that milk sales definitely increased, 40% increased and 22% did not change.

The impact of IPARD projects on investments has been examined, 33% of businesses declared that their investments have definitely increased, 43% have increased, 22% have not changed and 2% have decreased. In this context, when it is analyzed whether IPARD projects have an effect on loan usage or loan demands, 23% of enterprises declared that they definitely increased, 42% increased and 35% did not change.

The environmental impact dimension of IPARD projects is addressed under 5 subtitles. In this context, the impact of IPARD projects on the conscious use of water was examined, 24% of the enterprises stated that the conscious use of water increased, 38% increased and 38% did not change depending on the projects. In this context, when the effect of IPARD projects to use environmentally friendly technology is analyzed, 24% of enterprises stated that they definitely increased, 50% increased and 26% did not change. Similarly, when it was questioned whether the projects caused a change in environmental cleanliness, 31% of the enterprises stated that the environmental cleanliness understanding definitely increased, 55% increased and 14% did not change.

In the survey study, it is discussed whether there is a change in institutionalization depending on IPARD projects in the company's subject to analysis. In this context, the impact of projects on the application of new information has been examined, and 35% of enterprises think that the implementation of new information has definitely increased, 57% have increased and 8% have not changed. In this context, 96% of enterprises state that communication with new institutions and organizations has increased, while 92%

think that the demand for new enterprises has increased.

Discussion and Conclusion

The differences in development and prosperity that arise between regions in terms of country economies not only have economic effects, but also bring along some social and political problems. In this context, rural development programs are the most frequently used method in reducing regional development disparities. A number of plans and programs are made by various institutions and organizations on rural development. One of these institutions is the European Union. It offers various funds and grants under different headings in order to reduce or eliminate regional development disparities in the European Union member and candidate countries. One of them since 2011. Turkey has implemented IPARD support. In this study, it is aimed to analyze the effects of IPARD supports given based on Konya province. Konya dairy sector sample was taken into consideration in the analysis.

Two different questionnaire forms were used within the scope of the analyzes. While the data obtained from 52 companies that benefited from the IPARD support in the Konya dairy sector were taken into consideration in the first one, the opinions of the employees who took part in IPARD support were sought in the second.

The IPARD-II program, which is the continuation of the IPARD-I program currently under implementation, covering the period 2014-2020, was officially approved by the European Commission on 27 January 2015. Within the IPARD-II program, 1 Billion 45 Million Euros (3 Billion TL) grant will be used. In the light of the experience gained within the scope of IPARD-I, evaluation of IPARD-II funds will undoubtedly have positive effects on rural development.

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