

УДК 639.1.05(075.8)

**A. I. Rovkach**, PhD (Agriculture), assistant professor, head of department (BSTU)

### THE RESULTS OBTAINED AND ACTIVITY DIRECTIONS OF HUNTING EFFICIENCY INCREASE AT THE PRESENT STAGE

It is possible to call the present stage of hunting development in Belarus transitional: from extensive to intensive development of wild animals, from predominant public using of game animals to the state and social with maximum commercialization. It is important to define productivity of this transition.

By way of forest and hunting economy "Novogrudsky Forestry" example the analysis of results obtained is made: indicators of biological potential, biotechnical and hunting management actions, foreign hunting tourism efficiency, incomes and expenses items are defined. Foreign hunting tourism gives incomes on 66%. One thousand hectares of hunting grounds make income of 13.5 million rubles. Local population using the most part of animals production limit introduces income no more than 10%.

**Introduction.** The forest and hunting farm of «Novogrudsky Forestry Enterprise» was organized in 1976 and is located in Lyubchansky and Shchorsovsky forest areas. In 2011 the farm reached rather high economic rates – recouplement made 147% that is 18% higher, than over the whole forestry and hunting farms of the Ministry of forestry the same year [1]. It is important to define components of successful activity and to offer experience to other farms.

Efficiency of management activity of the establishment is characterized by a small range of indicators being influenced by the whole system of factors or economic conditions. The advantage of complex factors classification is in the possibility to model economic activity on its basis, to carry out an integrated approach of inner resources for the purpose of production efficiency increase.

The aim of research is to define the conditions forming hunting efficiency and their importance.

Research tasks include: the real data analysis of maintaining hunting economy in "Novogrudsky Forestry Enterprise" during the most successful year, getting and passing on their useful experience.

**Technique of research.** To solve the problems we define and estimate the following conditions of farm activity: biological potential (grounds and animals), biotechnical actions (influence on biological potential), labour resources (team of performers and their motivation), foreign tourism (the competitive client), services (accommodation, food, other services), economic conditions (prices, incomes, expenses and efficiency of activity).

**Main part. Biological potential.** The area of farm's hunting grounds makes 23.7 thousand hectares. Woodlands occupy 12 thousand hectares of them, fields – 10.2 thousand hectares, water and marsh – 1.5 thousand hectares. The sizes of the farm are lower than an average. The grounds are estimated as of averages quality. It is important that they are presented by a flood plain and above a flood plain terrace of the Neman. Population

density of resource game animals in the year under review made: elk – 5.5, deer – 6.9, wild boar – 17.3, the roe – of 24.7 individuals per one thousand hectares.

Density indicators of resource animals exceed average values over the country. The number of normalized game animals species: elk – 40, deer – 50, wild boar – 135, roe – 210, beaver – 200, black grouse – 66. Production made: elk – 6 (15%), deer – 8 (16%), wild boar – 59, roe – 50 (24%), beaver – 29 (14%), black grouse – 2 (3%) individuals. Also the grounds are occupied by fur animals and feathery game. For the period under review the prey made: 5 white hares, 31 grey hares, 7 martens, 9 minks. Production of feathery game made: marsh game – 1, waterfowl game – 133 individuals (including geese – 50). Withdrawal of animals doesn't exceed increase.

*Biotechnical and hunting management actions.* 10 hectares of fodder fields are sowed, 2.5 hectares of fine are earlier created, salt is put in 21 saline soils, 2 biotechnical complexes are in action (storage of forages, a feeding platform, a tower), 3 towers for accounting and shooting of hoofed animals were built earlier, 7 feeding platforms for a wild boar were in service.

Improvement of animals living conditions by hunting fund protection: 1 case of hunting rules violation for normalized species on which hunters made the report with criminal prosecution, confiscation of 1 gun and penalty of 8750 thousand rubles is revealed.

Data on propaganda and preventive work: 3 articles are inserted in newspapers and magazines, 1 inspection crew against poaching is created, 11 inspections are carried out. 15 undesirable wild animal species are obtained, including: a wolf – 1, a fox – 14 individuals.

The population involvement to hunting occupations: 31 certificates on the right of taking game are issued. In total local hunters – 451.

*Foreign hunting tourism.* 12 tours are held, 57 hunters are accepted, the production is: elk –

1 (15% of a limit), deer – 3 (50% of a limit), wild boar – 36 (27% of a limit), roe – 22 (44% of a limit), wolf – 1, feathery game of 11 individuals.

216 hunting permits to feathery game and fur animals are issued, including: single – 174, seasonal – 42.

The hunting lodge has been earlier built and works.

*Labour resources.* In total workers are 4, including 1 game manager, 3 huntsmen, the average annual month salary of the game manager is of 1,893 thousand rubles, of a hunter is 1,379 thousand rubles.

Forest and hunting farm maintenance: car – 1, motorcycle – 2. There are 6 km of flags.

Income of hunting management activity: total – 320.0 million rubles; from realization of single permissions and hunting vouchers to them – 54.9 million rubles (17%); from implementation of hunting vouchers – 12,5 million rubles (3,9%); from hunting tourism with foreigners participation – 211.0 million rubles, or 26.754 thousand euros (66% of total amount of the income); from exploitation of hunter houses by citizens of Belarus – 31,500 million rubles (9.8%); other income – 10.1 million rubles (3.1%); income on 1 thousand hectares of hunting grounds – 13.5 million rubles.

Hunting economy expenses: total – 217,000 million rubles; biotechnical actions – 15.0 million rubles (6.9%); biotechnical actions on 1 thousand hectares of hunting grounds – 0.63 million rubles; hunting grounds protection – 21.0 million rubles (9.6%); a salary of staff permanent members – 86.0 million rubles (39.6%); other expenses – 95.0 million rubles (43.8%).

Payback of forest and hunting farm – 47.5%.

Foreign hunting tourism played a leading role in economy of the farm. The second place is implementation of single permissions and their vouchers. Other expenses and staff salary of the farm proved to be on the first and second places.

Within performance of the State development program of the hunting farm on 2006 – 2015 the forest and hunting farm “Novogrudsky Forestry Enterprise” carries out an essential work to create a new population of a red deer. The open – air cage is built for this purpose on the area of 22 hectares.

The main goal of present economic transformations is creating of favourable conditions for effective enterprises activity.

Any commercial enterprise (or any other establishment) has only one true resource – people [2]. Therefore efficiency of the enterprise is defined, first of all, by human resources.

It is possible to collect the best human resources and to be convinced that a common

group of genius managers and innovators it is yet far from an effective enterprise. The high intellectual potential is necessary, but is not the sufficient condition.

Not only a group of talented people, but their harmonious, solidary team is needed. Only a consolidation idea – a high, but an attainable aim which is defined towards the staff can unite people. The purpose bearing both social (dominating), and personal effect.

If there is no social effect – the values for consumer won't be created – the enterprise won't be needed and claimed. If there is no personal effect, there will be no personal interest in work, it won't be rather effective. Vision has to include also the fullest satisfaction of needs and expectations of consumers (hunters), employees of enterprise and its heads – satisfaction of all interested parties of business. Though if one of the parties is dissatisfied, to reckon on high efficiency of business is difficult.

Analyzing indicators of the considered hunting farm with rather high rates of activity, there is a question: how to define vectors of further development?

**Conclusion.** Prices for products of hunting reached a ceiling. To tell more – they are higher than the European and a number of the world ones. What further the price can grow on? Probably – on good trophies. From here the important vector and activity condition – elks, deers, roes and wild boars breeding in the farm with high qualities of trophies is formed. Along with an intensification of economic activity increasing a number of game animals it is necessary to keep the trophy direction under a special attention. For this purpose additional education for game managers and huntsmen is required at least.

Not less important vector and condition of effective hunting management is the worthy salary of game managers and huntsmen. With the salary they have at this time of material discussion to expect progress and high output from the hunting staff is impossible. As these average month salaries won't allow to support and teach, for example, children in technical school or university. And if to increase a salary of hunters to 500 dollars in a month, all present progress will be lost, payback will be with the sign “minus”.

The range of biotechnical actions in the farm being estimated, it is possible to notice that one more vector and an activity condition – a biotechnical intensification – here appears. Investment of 0.63 million rubles on 1 thousand hectares is very modest. Along with improvement of game animals dwelling conditions, there is a need in carrying out the real selection work and

veterinary service of hunting animals (first of all a degelmintization).

Decrease in a number of a wolf, fox and raccoon dog has to be put on a new, higher level. The organization of hunting for these animals has to give an additional income – direct and mediated due to preservation of valuable young game species.

Expansion of hunting types can provide dog breeding development (according to the farm's reports dogs at all aren't taking into account). Creation of objects for training of dogs (open – air cages, man – made holes) will bear yield.

Additional activity (development of axillary exploitation), discovery and use of ecological tourism objects, creation of ecological tracks, hunting

shooting gallery, organization of amateur fishery, creation of a local taxidermal workshop, development of advertising are the real ways of services expansion and income increase. Foreign hunting tourism should be supported and developed on a higher level.

### References

1. Годовой отчет по охотничьему хозяйству за 2011 г. / ГЛХУ «Новогрудский лесхоз». – 2012. – 4 с.
2. Друкер, П. Ф. Энциклопедия менеджмента / П. Ф. Друкер. – М.: Изд. дом «Вильямс», 2004. – 432 с.

*Recieved 17.01.2013*