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Stefano Valle

0 **Address**: [redacted]

Email address: [redacted] \ **Phone number:** [redacted]

Gender: Male **Date of birth:** 12/06/1970 **Nationality:** Italian

WORK EXPERIENCE

[01/2013 – Current] **President**

IDeA 2020 srl - Innovation for Agriculture and Devolopment

Address: Viterbo, Italy

Email address: [redacted]

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

- Supply chain implementation: support to project activities in Nepal, Pakistan, Afghanistan and Italy
- Organization of trainings and study tours in Italy on different supply chain (olive, fruit, vegetables, etc.) for officers and technicians from different countries (Nepal, Pakistan and Afghanistan)
- Analysis of the olive oil market in Pakistan and Nepal (demand and supply)
- Definition of guidelines for a national policy on olive-growing and for the implementation of a National Plan to support the production and consumption of olive oil in Nepal and Pakistan
- Cost benefit analysis assessment
- Social Agriculture projects for rural development

[01/01/2021 – Current] **Research assistant in Support and research activities within the SPEED project for rural development in Nepal**

University of Tuscia

Email address: [redacted]

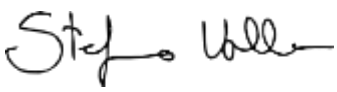
Name of unit or department: Department of Agriculture and Forest Sciences – DAFNE

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

Project S*PEED for Life: SPices and sEEDs value chain improvement for rural development in Nepal, enhancing women and youth empowerment* (AICS – AID 011872):

- Support for the preparation of material for the organization of the course on *Seed bank management and management systems* (Training of Trainers) and the development of protocols for the management of a seed bank.
- Support for the creation of a manual on protocols, evaluation tests and the management of a germplasm bank.
- Support to seed production and seed bank management activities in Italy and Nepal.
- Support for the activities of the local expert for UNITUS (support for on-site training activities).



[01/11/2021 - 31/12/2021] **Agricultural Economist**

Food and Agriculture Organization (FAO)

Email address: [redacted]

Name of unit or department: Office of Climate Change, Biodiversity and Environment (OCB)

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

NAMA Facility Nepal Ambition Initiative – Round Two

Reducing emissions and zoonosis risk from poultry sector in Nepal through innovative manure management and valorization practices (RE-ZONE)

- Conduct a pre-feasibility/cost-benefit analysis of the interventions proposed under the project. Review of the proposed low-carbon technologies and related business models in terms of economic and environmental feasibility and sustainability, following the below steps:
- Establish a framework to outline the parameters of the analysis using the excel model for financial viability provided by the NAMA Nepal;
- Identify costs and benefits of the proposed technologies and related business models as detailed in the outline and theory of change of the project;
- Calculate costs and benefits across the assumed life of the project and beyond;
- Compare cost and benefits using aggregate information;
- Analyze results and make an informed, final recommendation.

[12/09/2021 - 29/09/2021] **Agricultural Economist**

Italian Agency for Development Cooperation (AICS)

City: Dakat - Kaolack - Sédhiou - Ziguinchor

Country: Senegal

Email address: [redacted]

Name of unit or department: Italian Ministry of Foreign Affairs and International Cooperation (MAECI)

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

Development of the new program in the rural development sector "Support Program for the Achievement of Food Sovereignty", in close collaboration with the Ministry of Agriculture (MAER) and the Ministry of Industry (MDIMPI) of Senegal, under the supervision of the headquarters of the AICS in Dakar.
Collection data in the field on the following aspects:

- rice and horticulture value-chain
- hydraulic accommodations made during current projects (rice and horticulture)
- Agropole system (regional and departmental modules)
- ecological transition of techniques and organic vegetable production.

[01/08/2021 - 30/11/2021] **Rural Development Economist**

Italian Agency for Development Cooperation (AICS)

Email address: [redacted]

Name of unit or department: Italian Ministry of Foreign Affairs and International Cooperation (MAECI)

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

Development of the new program in the rural development sector "Support Program for the Achievement of Food Sovereignty", in close collaboration with the Ministry of Agriculture (MAER) and the Ministry of Industry (MDIMPI) of Senegal, under the supervision of the headquarters of the AICS in Dakar.

Development of the project idea and verification of its feasibility from a socio-economic and environmental point of view, taking into account the following questions:

- integration of rice and horticulture value-chain in the new project
- improvement of hydraulic accommodations made during current projects (rice and horticulture)
- support for planned investments in the country's Agropole system (regional and departmental modules)
- consideration of ecological transition of techniques and organic vegetable production
- creation of the new project based on lessons learned and a needs analysis on both AICS and other ongoing MAER projects to avoid overlaps.

[01/03/2021 - 31/03/2021] **Olive value chain consultant**

Food and Agriculture Organization (FAO)

Email address: [redacted]

Name of unit or department: Office of Climate Change, Biodiversity and Environment (OCB)

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

Project proposal ***Low Carbon Olive Value Chain Development in Palestine***, funded by the ***Nationally Appropriate Mitigation Actions (NAMA) Facility***.

- Review of the pre-feasibility/cost-benefit analysis of the interventions proposed under the project:
- Identify business models for intercropping crops as detailed in the outline
- Identify costs and benefits of the proposed technologies and related business models as detailed in the outline
- Calculate costs and benefits across the assumed life of the project and beyond;
- Compare cost and benefits using aggregate information;
- Analyze results and make an informed, final conclusion and recommendations.
- Review of the social and economic impacts and co-benefits of the technologies to be introduced
- Modify the emission calculation of the project base on the reviews received from the NAMA experts
- Create a new simplified excel sheet for the emission from fresh manure application
- Clarify and present all changes into a tailored word file which will be sent to the Nama experts
- Modify the project outline in accordance with the provided revisions

[03/2020 - 12/2020] **Olive value chain consultant**

Food and Agriculture Organization (FAO)

Address: Viterbo, Italy
Email address: [redacted]g
Name of unit or department: Coordination Office for the West Bank and Gaza Strip Programme (FAO WBGS).
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Project proposal titled ***Low Carbon Olive Value Chain Development in Palestine***, which is funded by the ***Nationally Appropriate Mitigation Actions (NAMA) Facility***.

- Conduct a pre-feasibility/cost-benefit analysis of the interventions proposed under the project. Review of the proposed low-carbon technologies and related business models in terms of economic and environmental feasibility and sustainability. The pre-feasibility analysis should provide a clear conclusion, with recommendations that explain the underlying logic of the project structure and activities. The analysis should follow the below steps:
- Establish a framework to outline the parameters of the analysis using the excel model for financial viability provided by the NAMA expert in Phase I;
- Identify costs and benefits of the proposed technologies and related business models as detailed in the outline and theory of change of the project;
- Calculate costs and benefits across the assumed life of the project and beyond;
- Compare cost and benefits using aggregate information;
- Analyze results and make an informed, final recommendation.
- Conduct a review of the gender, social, economic impacts and other co-benefits of the technologies to be introduced.
- The consultant, when appropriate, will accompany the Lead Technical Officer for technical meetings and will undertake a mission to the project sites in Palestine.

[01/2017 - 12/2020] **Project Manager**

University of Tuscia

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]v
Name of unit or department: Mobility and International Cooperation Office
Business or sector: Education
Main activities and responsibilities:
Research assistant in *Support to University initiatives dedicated to information and promotion of mobility and international cooperation, in particular towards the southern countries of the world. Management and coordination of international research and mobility projects*.

- Design and management of projects with southern countries of the world.
- Collaboration in the preparation and management of Erasmus + KA107 projects for the countries for which the University of Tuscia has been selected and received funding (Albania, Armenia, Bosnia and Herzegovina, Georgia, Nepal, Russia, Ukraine).
- Support the visits of foreign delegations at the University of Tuscia (Zimbabwe, Pakistan, Nepal, Costa Rica, El Salvador, Dominican Republic, Argentina).
- Support the planning of a Master in Mediation of Peace and Development Cooperation in collaboration with the United Nations University of Peace in Costa Rica.
- Participation in the calls of the Italian Agency for Development Cooperation (AICS) for non-profit organizations with various NGOs.

[10/2019 - 11/2019] **Agriculture Economist**

Food and Agriculture Organization (FAO)

Address: Rome, Italy
City: Rome
Country: Italy
Email address: [redacted]
Name of unit or department: Climate and Environment Division (CBC), Climate, Biodiversity, Land and Water Department
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
- Review the collected data for the crop budget and confirm assumptions made regarding the interest rates and irrigation component
- Participate in a technical review meeting of the crop budget tool of the BEFS RA and provide written feedback to the points raised with the review process and meeting
Outputs:
- Participate in review meeting of the crop Budget tool and provide written feedback
- Review of crop budget components, data and assumptions for Zambia

[09/2019 - 11/2019] **Project Manager**

University of Tuscia

Country: Nepal
Email address: [redacted]
Name of unit or department: Department of Agriculture and Forest Sciences (DAFNE)
Business or sector: Education
Main activities and responsibilities:
Activities carried out within the framework of the programme Erasmus+ KA107 *International Credit Mobility* (ICM) in the agricultural sector:
- meetings with the counterparts (Agriculture and Forestry University – AFU and Mid-Western University – MWU)
- management of international cooperation agreements and bilateral Erasmus KA107 agreements
- support for the formulation of projects under the Erasmus + Program
- develop and negotiate international cooperation agreements (e.g. double degrees)
- participation to the *Erasmus+ Regional Seminar for Asia - Academic cooperation and mobility* (September 2019)

[10/2017 - 11/2017] **Projects manager**

University of Tuscia

Country: Nepal
Email address: [redacted]
Name of unit or department: Mobility and International Cooperation Office
Business or sector: Education
Main activities and responsibilities:
Activities carried out within the framework of the programme Erasmus+ KA107 *International Credit Mobility* (ICN)
- meetings with the counterparts (Agriculture and Forestry University – AFU and Mid-Western University – MWU)
- meeting with the Minister and the Secretary of Ministry of Irrigation
- meeting with with the Director and personnel from Prime Minister Agriculture Modernization Project

[05/2014 - 12/2016] **Project Coordinator**

Italian Ministry of Foreign Affairs and International Cooperation (MAECI)

Address: Florence, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Agronomic Overseas Institute (AOI)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan* (AFNEPAK), funded by the Italian Ministry of Foreign Affairs (MAE).
Coordination of technical and scientific project activities in Pakistan and Italy regarding olive-oil supply chain.

[01/2011 - 12/2016] **Assistant Project Coordinator**

University of Tuscia

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department for Innovation in Biological, Agro-food and Forest Systems (DIBAF)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Research assistant in *Analysis of the possible implementation of the olive oil supply chain in Nepal*.
Support to technical and scientific coordination of project activities in Italy and Nepal (supply chain: production, transport and market) for the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan* funded by the Italian Ministry of Foreign Affairs (MAE).
Definition of guidelines for the implementation of a National Plan to support the production and consumption of olive oil in Nepal.

[05/2016 - 07/2016] **Project Coordinator**

Italian Ministry of Foreign Affairs and International Cooperation (MAECI)

Country: Pakistan

Email address: [redacted]

Name of unit or department: Agronomic Overseas Institute (AOI), Florence (Italy)

Business or sector: Agriculture, forestry and fishing

Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- implementation of the activities envisaged by the Project (preliminary studies, training and evaluation of results, demonstration fields and support for companies, support and creation of farmers' associations and research centers, oil quality)
- meetings with the counterparts (MoAD and PARC officers)
- analysis of the extended olive value chain and main intervention actions for the development of the chain itself
- assistance to national decision makers in defining their priorities for immediate technical assistance and training
- analysis of the potential of the olive sector in terms of economic and social value (SWOT analysis)
- specialized technical assistance for the operational and strategic planning of the development of new plantations, monitoring of existing plantations, support the purchase of several olive mills and definition of a framework for the entire olive value chain
- meetings and contacts with subjects of interest for the carrying out of project activities and the future development of the olive production chain in the country
- workshops and seminars in the provincial capitals regarding guidelines for the development of the olive-oil supply chain, for the spread of plantations and regarding the start of the formulation of a national olive development plan
- visit of plantations and Agricultural Research Institute (Chakwal, Tarnab)

[09/2015 - 11/2015] **Project Coordinator**

Italian Ministry of Foreign Affairs and International Cooperation (MAECI)

City: Islamabad

Country: Pakistan

Email address: [redacted]

Name of unit or department: Agronomic Overseas Institute (AOI), Florence (Italy)
Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- implementation of the activities envisaged by the Project (preliminary studies, training and evaluation of results, demonstration fields and support for companies, support and creation of farmers' associations and research centers, oil quality)
- meetings with the counterparts (MoAD and PARC officers)
- prospects for the development of olive growing in the country in order to develop a Concept paper that includes both the production and economic aspects of the supply chain, useful for planning future activities
- assistance to the counterpart in organizing training on nursery techniques and supporting the mission of the IAO experts during its implementation
- meetings and contacts with subjects of interest for the development of project activities such as NGOs, associations, research institutes and participation in conferences relating to the olive sector
- visit of plantations and Agricultural Research Institute (Chakwal, Tarnab)
- financial reporting
- administrative procedures for the management of the Project (bank account, etc.)
- collaboration with the Italian Cooperation Program in Pakistan

[02/2015 - 04/2015] **Assistant Project Coordinator**

University of Tuscia

Country: Nepal

Email address: [redacted]

Name of unit or department: Department for Innovation in Biological, Agro-food and Forest Systems (DIBAF)

Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- meetings with the counterparts (MoAD and FDD officers)
- farm activities
- organization of training course in *Associations in rural and remote areas* for local people
- meetings with local Olive Cooperatives and Forestry User Groups (FUGs) with the aim to exploit wild olive forests

[10/2012 - 12/2014] **Agro-economist**

University of Tuscia

Address: Rome, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Economics, Engineering, Society and Business Organization (DEIm)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Socio-economic analysis of Bioenergy and Food Security:

- 1. Economic profitability
- 2. Socio-economic sustainability

Development of a methodology to provide a quick estimate of the economic profitability of liquid bio fuel production from feedstock crops at national level.
Development of a methodology to provide a quick estimate of the socio-economic sustainability of bioenergy development at national level (labor and food security dimensions)

- Feedstock crop: preparation of crop budgets at national level, selection and computationof key profitability indicators for selected crops (and possibly underdifferent management practices), comparison among crop alternatives, price andpolicy simulations
- Processing: selection and computation of key profitability, production efficiency andinvestment return indicators for selected conversion technologies (and plantsizes), price and policy simulations
- Final output (liquid bio fuel): comparison of market prices of different liquid biofuels (domestic and international)
- Assessmentof the labor intensity of different cropping patterns (with and without liquidbio fuels)
- Use of crop budgets and 'Biota' to estimate the impact of liquid bio fueldevelopment on labor demand (both at feedstock production and processinglevel). Assessment of the labor intensity of different cropping patterns (withand without bio fuels).

[06/2014 - 10/2014] **Project Coordinator**

Italian Ministry of Foreign Affairs and International Cooperation (MAECI)

City: Islamabad
Country: Pakistan
Email address: [redacted]
Name of unit or department: Agronomic Overseas Institute (AOI), Florence (Italy)
Main activities and responsibilities:
Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- implementation of the activities envisaged by the Project (preliminary studies, training and evaluation of results, demonstration fields and support for companies, support and creation of farmers' associations and research centers, oil quality)
- operational Plan (timeline, creation of the Project Management Unit - PMU)
- meetings with the counterparts (MoAD and PARC officers)
- analysis of the legal configuration of associations in Pakistan and current legislation on oils for food use in relation to the implementation of the planned activities in support of associations and the quality and marketing of oil
- financial reporting
- visit of plantations and Agricultural Research Institute (Chakwal, Tarnab)
- administrative procedures for the management of the Project (bank account, etc.)
- collaboration with the Italian Cooperation Program in Pakistan

[02/2014 - 05/2014] **Project Coordinator**

University of Tuscia

Country: Nepal
Email address: [redacted]
Name of unit or department: Department for Innovation in Biological, Agro-food and Forest Systems (DIBAF)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- meetings with the counterparts (MoAD and FDD officers)
- training course *Introduction to the knowledge of the olive tree, its characteristics and its cultivation* for local communities
- training course in *Agronomy applied to olive farming systems and cultivation techniques* for local communities
- farm activities
- transport from Kathmandu and setting-up electric mill in the olive farm in Kolti (Bajura District)
- training course in *Market Analysis* for officers and technicians
- Steering Committee Meeting of the project

[01/2014 - 02/2014] **Agro-economist**

Food and Agriculture Organization (FAO)

Address: Rome, Italy
Country: Philippines
Email address: [redacted]
Name of unit or department: Climate and Environment Division (CBC), Climate, Biodiversity, Land and Water Department
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Bio-Energy and Food Security - Rapid Appraisal (BEFS-RA)
Developmentof a methodology to provide a quick estimate of the economic profitability of liquid biofuels production from feedstock crops at national level.
Mission to the Philippines to present the developed tools.
Support to the BEFS-RA team for field testing of the methodology:

- Cooperation with the BEFS-RA team for the preparation and operation of the test
- Contribution to the preparation of the field-testing report in the Philippines (Pilot Country)

[09/2013 - 12/2013] **Project Coordinator**

University of Tuscia

Country: Nepal
Email address: [redacted]
Name of unit or department: Department for Innovation in Biological, Agro-food and Forest Systems (DIBAF)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- meetings with the counterparts (MoAD and FDD officers)
- Steering Committee Meeting of the project
- training course *Introduction to the knowledge of the olive tree, its characteristics and its cultivation*
- training course in *Agronomy applied to olive farming systems and cultivation techniques*

[07/2013 - 08/2013] **Agro-economist**

Food Agriculture Organization (FAO)

Address: Rome, Italy
Country: Malawi
Email address: [redacted]
Name of unit or department: Climate and Environment Division (CBC), Climate, Biodiversity, Land and Water Department
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Bio-Energy and Food Security - Rapid Appraisal (BEFS-RA)
Developmentof a methodology to provide a quick estimate of the economic profitability of liquid biofuels production from feedstock crops at national level.
Mission to the Malawi to present the developed tools.
Support to the BEFS-RA team for field testing of the methodology:

- Cooperation with the BEFS-RA team for the preparation and operation of the test
- Contribution to the preparation of the field testing report in the Malawi (Pilot Country)

[02/2012 - 06/2012] **Project Coordinator**

University of Tuscia

Address: Nepal
Country: Nepal
Email address: [redacted]

Name of unit or department: Department for Innovation in Biological, Agro-food and Forest Systems (DIBAF)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- meetings with the counterparts (MoAD and FDD officers)
- management of the process regarding the completion of the mill and the management of farm activities in the village of Kolti (District of Bajura)
- management of irrigation system in the farm
- preparation of research activities on associations operating in the project area
- meeting with Forestry User Groups (FUGs) and Leashold Forestry Groups
- organization of training for Nepalese technicians and officers

[08/2011 - 12/2011] **Project Coordinator**

University of Tuscia

Address: Nepal
Country: Nepal
Email address: [redacted]

Name of unit or department: Department for Innovation in Biological, Agro-food and Forest Systems (DIBAF)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Activities carried out within the framework of the project *Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production - Afghanistan, Nepal and Pakistan*:

- meetings with the counterparts (MoAD and FDD officers)
- signature of the *Technical Operational Understanding* (TOU)
- discussion and approval of the *Project Operative Plan* and implementation arrangements of technical details
- selection of local project personnel
- meeting with Italian Consul of Kolkata

[11/2010 - 10/2011] **Agro-economist**

Agriconsulting S.p.A.

Address: Rome, Italy
City: Rome
Country: Italy
Email address: [redacted]

Name of unit or department: Consulting company for the development of farming and environmental activities, Rome (Italy)
Main activities and responsibilities:

Pertinence and consistency control of the priority criteria used for the selection of aid requests concerning Measure121 (modernization of agricultural holdings) and 123 (adding value to agricultural and forestry products) of Axis 1 in the framework of the Intermediate Progress Report of the Umbria and Lazio regions RDP 2007-2013.

- Verifying the topicality of the priority demands of intervention resulted from the SWOT analysis for the main agricultural industries.
- Verifying the pertinence (usefulness) of investments - measure 121 and 123 - as compared to the priority demands of the mentioned agricultural industries.
- Verifying the consistency between priority demands of intervention (sectional and territorial ones, specific for the mentioned agricultural industries and general ones for the agricultural and agro-industrial system) and the selection criteria adopted by the Monitoring Committee for measures 121 and 123, as quoted in the notices.

[10/2010] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]

Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Development of Positive Mathematical Programming (PMP) models for various groups of farm business typologies at a European level.

- Exploratory analysis of European RICA data.
- Preparation of data in the format suitable for their reading by the models.
- Definition of the general structure of the models for farm business analysis.
- Choice of representative types of farms to be investigated by the models.
- Definition and identification of simulation scenarios.
- Data processing for congruency check.
- Estimate of farm business models.
- Performing the various simulation scenarios.
- Structuring of the output tables of simulations.

[09/2009 - 03/2010] **Agro-economist**

Cogea S.r.l. - Consultants for Business Management

Address: Rome, Italy
City: Rome
Country: Italy
Email address: [redacted]
Main activities and responsibilities:
Consultant for the evaluation of changes in policy measures through models of mathematical programming, within the framework contract n. 30-CE-0223110/00-78 - *Evaluation of market effects of partial decoupling* (Lot 1: Horizontal issues)
Definition and implementation of mathematical programming models (PMP) for the evaluation of the effects of different aid, coupled or partially coupled.
The final evaluation report is available on the DG AGRI website: http://ec.europa.eu/agriculture/eval/reports/decoupling/index_fr.htm

[03/2009 - 02/2010] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Education
Main activities and responsibilities:
Contribution in the development of models and tools to provide education and training with the aim of supporting specific groups in building knowledge and ability to take action in a prospective of food sovereignty
EU Project for the Development Education co-funded by the European Commission and directed by the NGO "Volontari nel Mondo -FOCSIV" of Rome: *Rural education between global active citizenship and food security. The key role of strengthening rural actors' capacities in sustainable development and poverty reduction strategy*.
Elaboration of factsheets within the preparation of training tools concerning:

- International Institutions and Agencies;
- International Policies or Initiatives;
- International Networks.

[01/2009 - 12/2009] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Research assistant in *Technical-economic analysis of multifunctional farms and the role of multifunctional agriculture in the dynamics of territory development*
Agricultural Economics and Policy Work carried out in the framework of the Project MULTIDIM - funded by ARSIA Tuscany.
Activities carried out:

- Analysis of multifunctional farms in the Latium and Umbria regions
- Analysis of local business networks.

[09/2008 - 08/2009] **Agro-economist Consultant**

Cogea S.r.l - Consultants for Business Management

Address: Rome, Italy
City: Rome
Country: Italy
Email address: [redacted]
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Consultant for the evaluation of changes in the policy measures through mathematical programming models within the framework contract n. 30-CE- 0197396/00-06 - *Evaluation of the impact of CAP measures on sectors subject to past or present direct support - LOT 6: rice and raw tobacco sectors*
Participation in the evaluating group, in particular in the perspective analysis. The analysis was carried out by means of business models based on Positive Mathematical Programming (PMP), for the simulation of the behaviour of farm entrepreneurs in the scenario of total decoupling.
Participation in the drafting of the research project and in the definition of the simulation scenarios.
Definition and implementation of the business models of Positive Mathematical Programming (PMP) for the evaluation of the effects of the reforms of the raw tobacco and rice CMOs, in particular:
· calibration of business models;
· simulation by means of business models;
· layout of the tables showing the empirical analysis results, which represent an integral part of the Evaluation Report.
The final evaluation reports are available on the DG AGRI website:
http://ec.europa.eu/agriculture/eval/reports/captabac/index_fr.htm;
http://ec.europa.eu/agriculture/eval/reports/rice/index_fr.html.
Definition and implementation of mathematical programming models (PMP) for the evaluation of the effects of the reforms of tobacco and rice CMOs.

[11/2008 - 12/2008] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Main activities and responsibilities:
In charge of the activities related to the filling of the survey questionnaire and the checklist in multifunctional farms in the Latium and Umbria regions.
Agricultural Economics and Policy Work carried out in the framework of the Project MULTIDIM - funded by ARSIA Tuscany.
Analysis of multifunctional farms and filling-in of the survey questionnaire.

[01/2005 - 12/2008] **Project Coordinator**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Research assistant in *Management and monitoring of Rural Development projects in emerging countries*
Collaboration in the finalisation and implementation of the project *Promotion of Olive Production and Consumption in Nepal* (GCP/NEP/056/ITA) in collaboration with FAO.
Activities carried out:

- analysis of farming systems with inclusive methods;
- analysis of the possible iplementation of the olive-oil chain in the Far-Western Districts of Nepal;
- analysis of the olive oil market in Nepal (demand and supply);
- definition of guidelines for a national policy on olive-growing.

[10/2008 - 11/2008] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
In charge of the scientific support in the organisation of the European Conference "The CAP after the Fischler Reform":

- Scientific support in reviewing the contributions submitted
- Scientific collaboration in the relations with the foreign speakers invited to the Conference

[03/2008 - 05/2008] **Assistant Project Coordinator**

University of Tuscia - Faculty of Agriculture

Address: Nepal
Country: Nepal
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Activities carried out within the framework of the project *Promotion of Olive Production and Consumption in Nepal* (FAO GCP/NEP/056/ITA).
Mission in Nepal, Dolpo District, to prepare the following outcomes:

- analysis of farming systems with inclusive methods in dollop District
- definition of farming systems crop budgets
- analysis of the olive oil market in Nepal (demand and supply)

[09/2007 - 04/2008] **Agro-economist**

Agrosynergie (Groupement Européen d'Intérêt Economique - GEIE)

Address: Bruxelles, Belgium
Country: Italy
Email address: [redacted]
Name of unit or department: Oréade-Bréche Environnement & Development - Cogea S.r.l.
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Consultant for the evaluation of the changes in policy measures by means of mathematical programming models within the framework contract n. 30 - CE-0035027/00-37 (*Evaluation of the activation of direc.t payments for the cultivation of fruit and vegetables in the regional model*)
Participation in the evaluating group, in particular in the perspective analysis. The analysis was carried out through business models based on the use of Positive Mathematical Programming (PMP), for the simulation of the behavior of farm entrepreneurs in the scenario of total decoupling.
Participation in the research project drafting and in the definition of the simulation scenarios.
Definition and implementation of business models of Positive Mathematical Programming (PMP) for the evaluation of the effects of the reform of the fruit and vegetables CMO, in particular:
- calibration of the business models;
- simulation through business models;
- layout of tables showing the results of the empirical analysis, which represent an integral part of the Evaluation Report.

The final evaluation report is available on the DG AGRI website:
http://ec.europa.eu/agriculture/eval/reports/directpay/index_fr.htm

[09/2007 - 11/2007] **Assistant Project Coordinator**

University of Tuscia - Faculty of Agriculture

Address: Nepal
Country: Nepal
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Activities carried out within the framework of the project *Promotion of Olive Production and Consumption in Nepal* (FAO GCP/NEP/056/ITA):
- analysis of farming systems with inclusive methods in Bajura District
- definition of farming systems crop budgets

[09/2005 - 06/2006] **Agro-economist**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Integrated Pest Management for Western Corn Rootworm (WCR), FAO project in Central and Eastern Europe.
Consultant for the evaluation of the impact of agricultural policy measures on a sample of farms.
Definition and implementation of farm budget models for the evaluation of farm performances.

[10/2005 - 10/2005] **Agro-economist**

University of Tuscia - Faculty of Agriculture

Country: Hungary
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Activities carried out in Hungary within the framework of the project *Integrated Pest Management for Western Corn Rootworm (WCR)*, FAO project in Central and Eastern Europe:
- definition and implementation of farm budget models for selected farm types in Hungary
- evaluation of farm performances and of the impact of agricultural policy measures

[09/2005 - 09/2005] **Agro-economist**

University of Tuscia - Faculty of Agriculture

Country: Croatia
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:
Activities carried out in Croatia within the framework of the project *Integrated Pest Management for Western Corn Rootworm (WCR)*, FAO project in Central and Eastern Europe:
- definition and implementation of farm budget models for selected farm types in Croatia
- evaluation of farm performances and of the impact of agricultural policy measures

[01/2002 – 12/2004] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Research assistant in *Development of Cooperation Programs for the Rural Development in Emerging Countries*.

Formulation, implementation, analysis and evaluation of cooperation programs for the agricultural and rural development in emerging countries:

- definition of guidelines for the formulation of agricultural projects concerning the transfer of innovative technologies;
- determination of simple methodologies for the data collection in the field;
- analysis of the participation details concerning the cooperation projects;
- determination of simple methodologies for the evaluation of agricultural development projects.

[11/2001 – 02/2002] **Agro-economist Researcher**

University of Tuscia - Faculty of Agriculture

Address: Viterbo, Italy
Country: Italy
Email address: [redacted]
Name of unit or department: Department of Agro Forestry Economics and Rural Environment (DEAR)
Business or sector: Agriculture, forestry and fishing
Main activities and responsibilities:

Scholarship on *Analysis and elaboration of farm data by means of mathematical programming techniques*.

Evaluation of the impact of changes in the Common Agricultural Policies by means of mathematical programming techniques (Positive Mathematical Programming).

EDUCATION AND TRAINING

[03/2003 – 03/2007] **PhD in "Agricultural Policy" 18th cycle**

University of Tuscia - Department of Agro Forestry Economics and Rural Environment (DEAR)

Address: 01100, Viterbo, Italy

Field(s) of study: Agricultural Policy

National classification: Research Doctorate (PhD)

Main subject / occupational skills covered:

Doctorate thesis: *The reform of the sugar CMO in the EU and an evaluation of its impact for the sugar beet producers in the Veneto and Emilia Romagna regions* ("La riforma dell'OCM zucchero nell'UE e una valutazione del suo impatto per i produttori bieticoli di Veneto ed Emilia Romagna").

- Evaluation of the impact of changes in the Common Agricultural Policies by means of Positive Mathematical Programming (PMP)
- Linear algebra, microeconomics, theory of games, macroeconomics
- Common Agricultural Policy (CAP)

[09/2003 – 10/2004] **Master of Science**

Institut Agronomique Méditerranéen de Montpellier (IAM.M)

Address: Centre International de Hautes Etudes Agronomiques Méditerranéennes (CIHEAM), Montpellier cedex 5, France

Field(s) of study: Politiques et choix publiques en agriculture et alimentation

National classification: Master of Science "Recherche"

Main subject / occupational skills covered:

Master en *Politiques et Choix Publiques en Agriculture et Alimentation*

- State, public choices and food safety;
- Food system analysis;
- Agricultural, food and rural policies. Markets and International negotiations;
- Quantitative models for policy analysis;
- Evaluation of policies and measures of the impact of public choices;
- Public policies and International relations.

[09/2003 - 10/2004] **Diplôme d'Etudes Approfondies (DEA)**

Ecole Nationale Supérieure Agronomique de Montpellier (E.N.S.A.M)

Address: Montpellier, France
Field(s) of study: Economie du Développement Agricole, Agroalimentaire et Rural
National classification: Master of Research
Main subject / occupational skills covered:
Département de Sciences Economiques, Sociales et de Gestion (ENSAM) et Faculté de Sciences Economique (Université de Montpellier 1), Montpellier (France)

Diplôme d'Etudes Approfondies (DEA) *Economie du Développement Agricole, Agroalimentaire et Rural*

Research thesis : *Comparaison de différentes méthodes de Programmation Mathématique pour l'analyse prévisionnelle de changement des politiques agricoles.*

- Epistemology, in-depth micro- and macroeconomics, sociology of organisations

- Development economics

- Public economics and agricultural policies

- Agrifood economics and industrial strategies

- Economic evaluation

- Seminars on Agricultural Economics and Policies:

  - economics and modelling of farm production

  - quantitative analysis methods for agricultural and food policies

  - European agricultural economics and policies and International problems.

- Seminar on economics and collective management of environmental issues: the transfer of permissions in the case of the Kyoto Protocol negotiations.

[1992 - 2001] **Master Degree in Forestry Science, 110/110 cum laude**

Università degli Studi della Tuscia - Faculty of Agriculture

Address: Department of Agro Forestry Economics and Rural Environment (DEAR), Viterbo, Italy
Field(s) of study: Agriculture and Forestry Science
National classification: Graduate
Main subject / occupational skills covered:
Thesis: *Economic evaluation of the irrigation from hill lakes in a rural area of Tunisia (*"Valutazione economica dell'irrigazione da laghi collinari in una zona rurale della Tunisia").

Thesis elaborated within the framework of a cooperation project FAO/ITALY (GCP/INT/542/ITA).

[1997] **Certificate of attendance in Course of the development theories from the Sixties to the Eighties**

MOVIMONDO (NGO)

Address: Rome, Italy
Field(s) of study: Development theories and new forms of cooperation
National classification: Training course
Main subject / occupational skills covered:
Development theories and new forms of cooperation (Teorie dello sviluppo e nuove forme di cooperazione).

Organised with the support of the European Commission (DG-VIII).

[1995] **Certificate of attendance in Introductory course to the cooperation and development in Third World Countries**

AUCS (University Association for the Cooperation and Development) and MOVIMONDO (NGO)

Address: with Faculty of Agriculture, Università degli Studi della Tuscia, Viterbo (Italy), Viterbo, Italy
Field(s) of study: Development theories and new forms of cooperation
National classification: Training course
Main subject / occupational skills covered:
North and South. Development theories and new forms of cooperation (Il Nord e il Sud. Teorie di sviluppo e nuove forme di cooperazione).

LANGUAGE SKILLS

Mother tongue(s): Italian

Other language(s):

French

LISTENING C2 **READING** C2 **WRITING** C2

SPOKEN PRODUCTION C2 **SPOKEN INTERACTION** C2

English

LISTENING C1 **READING** C1 **WRITING** C1

SPOKEN PRODUCTION C1 **SPOKEN INTERACTION** C1

DIGITAL SKILLS

Excellent computer skills (Microsoft Office: Word, Excel, PowerPoint). | Good knowledge of WINDASI (a software for Cost-Benefit Analysis of Investment Projects). | Good knowledge of GAMS (General Algebraic Model) for Mathematical Programming.

ORGANISATIONAL SKILLS

Organisational skills

Good attitude towards coordination and management, good organisational skills, project management.
Good attitude towards teamwork developed during various experiences:

- 2012: founder of IDeA 2020 srl – Spin-off of the Tuscia University that fosters an agricultural and rural development based on initiatives in which economic development, environmental responsibility and social inclusion are fundamental and integrated components of a long term sustainable growth;
- 1994-1995: founding member of the Cooperativa Leonardo '94, in charge of services for the university integration and guidance and the management of the book and texts reproduction department, on behalf of I.DI.S.U. Viterbo (Institute for the Right to University Study);
- 1993-1996: collaboration in the organisation of the International environmental camp, organised by GUFO (Gruppo Universitario Faunistico Ornitologico – University Ornithological Wildlife Group), LVB (Landesbund für Vogelschutz) and LIPU (Lega Italiana per la Protezione degli Uccelli- Italian League for Bird Safeguard), which takes place every year on the Straits of Messina in May during the migration of birds of prey.
- 1994: support to the preparation and implementation of the scientific expedition "Jumla Forest '94" in the North-West of Nepal, organised by the DISAFRI department (Dipartimento di Scienze dell'Ambiente Forestale e delle sue Risorse – Department of Forestry environment and resources) and the Dipartimento di Protezione delle Piante (Plant Safeguard Department) of the Università della Tuscia in collaboration with Università della Sapienza, Rome, and CNR (National Research Centre). In charge of the video filming and member of the study group for the analysis of the forest's structure and composition.

COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

Team spirit, good attitude towards multicultural settings.
Good communication skills and good attitude towards teaching to children (1999-2001: collaboration with the cooperative Magazzino in Rome for some lectures to raise environmental awareness in primary and middle school children: "Knowing the ecosystems" and "Knowing the tree and the forestry environment").

OTHER SKILLS

Other skills

Interest in travels and other cultures. Interest in jazz music, reading and contemporary art. Sport Photography

PUBLICATIONS

[2016] **Profits versus jobs: Evaluating alternative biofuel value-chains in Tanzania**

Branca, G., Cacchiarelli, L., Maltsoglou, I., Rincon, L., Sorrentino, A., Valle, S.(2016) - Land Use Policy (2016), pp. 229-240

Biomass production for bioenergy use may contribute to rural development by increasing household incomes, local employment and energy supply, especially in developing countries. This paper presents a value-chain approach to evaluating the profitability and competitiveness of producing biodiesel or ethanol. We apply a 'rapid appraisal' accounting framework to the case of Tanzania, which is a data scarce setting and therefore well-suited to the proposed approach. The framework also estimates the number of jobs created in the biofuel sector under different production arrangements and related demand for land resource. We evaluate the potential trade-offs between different scales of biofuel production (both the scale of feedstock production and biofuel processing). We find that only sunflower-biodiesel is profitable, especially if produced in large-scale estate farming systems. Estate farming is the best option for prof- its and competitiveness, even if domestic biofuel production is never competitive on the international market for energy. We also find that the number of jobs depends crucially on the involvement of small- holders. Establishing out-grower schemes (or similar arrangements), rather than estate farms, should be a key policy objective if biofuels production is going to improve rural economy. However social benefits may be gained at a cost of reduced international competitiveness and increased land exploitation.

[2015]

Combining bioenergy and food security: An approach and rapid appraisal to guide bioenergy policy formulation

Irini Maltsoglou, Ana Kojakovic, Luis E. Rincón, Erika Felix, Giacomo Branca, Stefano Valle, Arturo Gianvenuti, Andrea Rossi, Andreas Thulstrup, Heiner Thofern

In the bioenergy discourse that ties energy and agricultural markets closely together, ev- idence based policy formulation is key to ensure integrated food and energy systems are developed when viable. Bioenergy is a particularly complex form of renewable energy as it covers a broad range of disciplines thus requiring a multidisciplinary approach to ensure viability. If built in a specific manner it has the option to target and provide investments in agriculture, a key sector for a number of developing economies.

Due to the complexity of the issue, generating information, especially when resources are limited, can be cumbersome. We present a multidisciplinary approach, the Bioenergy and Food Security (BEFS) Rapid Appraisal, that can provide a first level of information within the decision making process.

The analysis within the BEFS Rapid Appraisal defines the country context, estimates the biomass available for bioenergy production and ties this amount to specific bioenergy supply chains. Available biomass originating from agriculture is calculated net of current and foreseen uses and needs, thus accounting for food security. The bioenergy production potential is evaluated by quantifying the feedstock available, identifying income and employment opportunities, and energy access options. We present an application of the BEFS Rapid Appraisal for rural electrification options in Malawi.

[2013]

Assensing welfare tradeoffs of biofuels investments: a rapid decision support tool. Preliminary results from a casestudy in Tanzania

Branca, G., Cacchiarelli, L., Maltsoglou, I., Sorrentino, A., Valle, S. (2013)

Paper presented at the 17th ICABR Conference"Innovation and Policy for the Bioeconomy", Ravello (Italy): June 18-21, 2013.

The linkages between biofuels and social welfare are complex. On one hand biomass production competes with food production for land and other inputs. As bioenergy demand increases, agriculture has to provide biomass for growing food and feed demand due to population and economic growth. On the other hand, biomass production for bioenergy use may contribute to rural development by increasing household incomes, local employment and energy supply. Commercial biofuels markets could become a major factor in raising the economic viability of rural enterprises, especially in developing countries, although this will often depend on adequate policy incentives. Increased investments in infrastructure for biofuels processing and distribution could also support the overall development of the agricultural sector.

The paper discusses a methodology to rapidly assess the socioeconomic impact of investments in biofuels production, under minimum data requirements. The methodology can estimate the economic profitability of first generation liquid biofuel production from feedstock crops under: different legal contractual agreements (outgrower and estate farming schemes) and technology scenarios; and different value chain levels ranging from on farm feedstock production to the plant processing level. The socioeconomic model computes production costs which represent an indication of the competiveness of the bioenergy value chain. It can also identify the feedstock price that will sustain a long-term feedstock market and biofuel production and provide policy makers with information on potential employment generation in rural areas.

The paper presents preliminary results of a case study application to biodiesel and ethanol production in Tanzania. It is shown that by moving from pure estate farming towards scenarios that foresee a bigger involvement of smallholders, social benefits in terms of labour demand and number of farmers involved in biofuel economy increase. Nevertheless, social benefits may be gained at a cost of reduced international competitiveness. Also, benefits of biofuel investments could determine increased natural resources (land) exploitation. Failed markets need therefore government intervention to generate the expected social benefits.

[2010] Nuovi servizi e funzioni allargate: le risorse da valorizzare

Di Iacovo F., Rovai M., Galli M., Simoncini R., Belletti G., Contini C., Senni S., Valle S., Proietti P. (2010).

In “La multifunzionalità dell’agricoltura: nuove opportunità per il mondo rurale”. Toscana Rurale, supplemento di Terra e Vita giugno 2010.

L'azienda multifunzionale è quell’impresa che in- tegra le funzioni economiche più classiche con altre funzioni di tipo sociale, culturale e ambien- tale. Nella pratica è un’azienda la cui produzione non è solo strettamente agricola ma anche so- ciale e culturale, che si occupa di mantenimento del paesaggio come di salvaguardia dell’ambiente, di qualità alimentare come di servizi alla persona. Questa azienda non ha una valenza teorica: è, per esempio, la risposta più efficace nel pre- sente alle dinamiche congiunturali negative. In una fase difficile come quella che stiamo vi- vendo, per esempio, sono proprio le aziende che in questi ultimi anni hanno ampliato e di- versificato le loro funzioni quelle che stanno sopportando meglio l’impatto della crisi.

Il tema della multifunzionalità è quindi centrale per la nostra agricoltura. Per questo motivo l'Arsia, per conto della Regione Toscana, ha partecipato come capofila al progetto inter- regionale Multidim, dedicato alla valorizza- zione della multifunzionalità, cui hanno partecipato Lazio, Marche, Umbria e Sicilia.

La ricerca ha permesso di identificare i punti di forza e di debolezza, interni ed esterni alle aziende, con particolare riferimento alle com- ponenti multifunzionali e al grado di ripetibi- lità e trasferibilità delle loro esperienze. Questo lavoro, proprio per il quadro che offre e gli orientamenti strategici che propone, meri- tava di essere conosciuto e divulgato: per que- sto l’azienda multifunzionale così come emerge dal progetto Multidim è al centro di questo nu- mero di Toscana rurale. Il lavoro di Multidim può essere davvero prezioso, per cominciare a far sì che ciascuna azienda possa verificare e sperimentare le condizioni e la fattibilità di ogni ampliamento o integrazione di funzioni.

La multifunzionalità, infatti, rappresenta la concreta opportunità per ogni azienda di aprirsi a nuove possibilità di reddito, e a rive- stire nuovi ruoli nel suo tessuto sociale, eco- nomico e culturale.

[2009] La funzione ricreativa

Senni S., Valle S., Coronas M. G. (2009)

"Per la valorizzazione della multifunzionalità dell'agricoltura – Per i cittadini, le imprese, le pubbliche amministrazioni"

A cura di Leonardo Casini. Firenze University Press, 2009.

Tra le attività multifunzionali per le quali sussiste un mercato abbastanza ben definito quella ricreativa, rappresentata dall'attività agrituristica, appare in Italia, ed in particolare nel regioni del Centro, la più consolidata.

Tale attività ha mostrato una elevata dinamica negli ultimi decenni, sebbene non uniforme tra le varie regioni. La normativa si fonda su una legge quadro nazionale del 2006 e su leggi regionali, accompagnate dai relativi regolamenti di attuazio- ne. I diversi gradi di flessibilità e di regolazione esistenti nelle varie regioni hanno fatto sì che il termine «agriturismo» sia applicato a realtà anche molto diverse fra loro. Ciò rappresenta un elemento che può ingenerare confusione tra i fruitori dei servizi offerti. Gli investimenti necessari all'avvio delle attività agrituristiche sono stati sostenuti da finanziamenti pubblici principalmente nell'ambito delle politiche comunitarie di sviluppo rurale (PSR e Leader), ma anche da altri interventi specifici regionali. In queste normative le misure volte a promuovere 'diversificazione' so- no state declinate in genere soprattutto, quando non esclusivamente, come 'attività agrituristica'. In questo ambito è prevalsa un'attenzione all'espansione dell'offerta, sostenendo la nascita di iniziative individuali un po' ovunque. Sono mancate o ri- sultate insufficienti, salvo in alcuni contesti locali, azioni volte a mettere a sistema le singole iniziative collegandole nel territorio con altre complementari e sinergiche.

Facilitazione e accompagnamento di reti locali di imprese multifunzionali

Senni S., Valle S. (2009).

"Per la valorizzazione della multifunzionalità dell'agricoltura – Per i cittadini, le imprese, le pubbliche amministrazioni".

A cura di Leonardo Casini. Firenze University Press, 2009.

Le molteplici funzioni, diverse da quella 'primaria', che nella letteratura sulla multifunzionalità vengono riconosciute alle imprese agricole quasi tutte condi- vidono una caratteristica: quella di orientarsi al territorio in cui opera l'impresa. È con l'emergere dell'attenzione verso la dimensione territoriale dello sviluppo agricolo che tale visione muta e che emerge una diversa prospettiva di lettura del- lo sviluppo agricolo e rurale che restituisce centralità al radicamento dell'impresa agricola nel territorio di riferimento e ne promuove azioni coerenti con le risorse naturali, storiche, umane e sociali del territorio. Il dibattito sulla multifunzionali- tà si inscrive pienamente in tale prospettiva.

[2009]

Programmazione Matematica Positiva (PMP): approccio standard ed ulteriori sviluppi

Valle S., Cortignani R. (2009).

Dipartimento di Economia Agro-Forestale e dell'Ambiente Rurale (DEAR), Università degli Studi della Tuscia, Viterbo. Documenti di Ricerca 3/2008.

L'uso della programmazione matematica per modellizzare il comportamento dei produttori agricoli ha una lunga tradizione in economia agraria ed in particolare è ampiamente utilizzata per le analisi di politica agricola in generale e di politiche per la gestione della risorsa idrica.

Questa popolarità è dovuta a diversi fattori. In primo luogo, il modello può essere costruito a partire da pochi dati e la struttura matematica dei vincoli ben si adatta ai vincoli di natura politica, ambientale e delle risorse che limitano i produttori agricoli nelle loro scelte. Inoltre, la funzione di produzione di Leontief che caratterizza la maggior parte dei modelli matematici rappresenta in modo realistico il determinismo degli input (Howitt, 1995).

L'uso della programmazione matematica per le analisi di politica agraria si è notevolmente diffuso in questi ultimi anni tra chi a vario titolo – ricercatori e policy makers – si sta interessando degli effetti dei cambiamenti dei meccanismi di intervento in agricoltura sulle produzioni agricole e sulle variabili socioeconomiche del settore (Arfini, Donati e Giacomini, 2007). Sono numerose, infatti, le applicazioni del metodo per analizzare il comportamento degli agricoltori che si possono trovare in letteratura soprattutto da quando si è iniziato a discutere sulla necessità di rivedere l'impostazione data alla PAC dalla riforma del 1992. Questi metodi consentono di effettuare un'analisi delle politiche in termini prospettici (ex-ante), sul divenire dei fenomeni rilevanti caratterizzanti il settore agricolo, oppure in termini consuntivi (ex-post), dando una misura dell'efficienza e dell'efficacia degli strumenti di politica agraria.

[2008]

The abrogation of set aside and the increase of cereal prices: can they revert the decline of cereal production generated by decoupling?

Severini S., Valle S. (2008).

Paper presented for the 109thEAAE Seminar “The CAP after the Fischler reform: national implementations, impact assessment and the agenda for the future reforms”, Viterbo (Italy), November 20-21.

The decoupling of direct payments, caused by the introduction of the Single Payment Scheme (SPS), has generated an incentive for farmers to decrease the production of cereals, oilseeds and protein crops (COP) and (because of the reform of sugar CMO) sugar beet. In some cases, this has also provided a strong enough incentive for farmers to let some of the available land uncultivated in the years immediately following the introduction of the SPS.

However, in the last few years, cereal prices have sharply increased under the pressure of a growing world demand. Under this situation, the EU Commission has abrogated the set aside requirement allowing the cultivation on idle land. In this way the Commission intends to allow EU farmers to take advantage of the new market conditions and to stabilise cereal market.

This paper aims at assessing how much the abrogation of set aside requirement can be effective in increasing cereal production. This is not a trivial question given that in some farms the introduction of SPS has also resulted in some of the land previously cultivated (i.e. not set aside) to be left uncultivated. Under this circumstance, the set aside constraint could be not binding and, therefore, its abrogation may not result in an increase of production. The second aim of the paper is to evaluate to what extent increases of cereal prices could foster cereal production and reduce the amount of uncultivated land.

The analysis has been carried out on a sample of FADN farms of three study areas located in two regions of Italy (Emilia Romagna and Veneto) using Positive Mathematical Programming (PMP) models.

The analysis has shown that the decoupling of direct payments generates a not negligible decrease of COP production and pushes some farmers to let a limited amount of land uncultivated. Therefore, the abrogation of set aside requirement per-se increases cereal production, but this increase is not in all cases very relevant. The increases of cereal prices could be more effective than the abrogation of set aside requirement in increasing cereal production. The combination of both considered factors is expected to revert the decline of cereal production experienced in the considered farms after the introduction of the SPS even if the magnitude of this effect is strongly affected by the level of cereal prices.

[2007]

La riforma dell'OCM zucchero in Italia: una valutazione di impatto sui produttori bieticoli di Veneto ed Emilia Romagna

Severini S., Valle S. (2007)

Rivista di Economia Agraria, n.1, gennaio.

La riforma dell'OCM zucchero sta cambiando drasticamente la struttura del comparto bieticolo italiano, la cui produzione si è già dimezzata. L'attività produttiva si concentra solo in alcune regioni, tra cui il Veneto e l'Emilia-Romagna. Il presente lavoro esamina l'impatto di tale riforma su un gruppo di aziende bieticole in queste due regioni.

L'analisi utilizza modelli di Programmazione Matematica Positiva sviluppati su un campione di aziende RICA. I modelli sono stati utilizzati per valutare l'impatto di differenti scenari di politica relativi alle condizioni che dovrebbero verificarsi nel periodo transitorio e a regime della riforma. Un'analisi di sensitività è stata condotta su tre aspetti specifici della riforma: il livello dei pagamenti art. 69, il prezzo delle barbabietole e il modo in cui le quote di produzione sono distribuite tra le regioni.

L'analisi svolta evidenzia una riduzione non trascurabile della superficie a barbabietola. La superficie liberata dalla barbabietola è destinata ad altre colture ma, almeno nel breve periodo, una parte di essa è lasciata incolta. Nelle aziende considerate l'impatto sui risultati economici è negativo ma limitato. Inoltre, la riforma determina un aumento dell'orientamento al mercato delle aziende.

[2007]

La riforma dell'OCM zucchero nell'UE e una valutazione del suo impatto per i produttori bieticoli di Veneto ed Emilia Romagna

Valle S. (2007).

Tesi di dottorato in "Politica Agraria", XVIII ciclo, Università degli Studi della Tuscia di Viterbo, Dipartimento di Economia Agroforestale e dell'Ambiente Rurale (DEAR). Sessione di aprile.

Nel novembre 2005 è stata approvata a Bruxelles la riforma della politica comunitaria nel settore dello zucchero, uno dei comparti che ha resistito più a lungo ai differenti processi di revisione della Politica Agricola Comune (PAC) succedutisi negli anni. Lo zucchero, infatti, è forse il settore, all'interno del comparto agroalimentare, nel quale si osserva il maggiore livello di protezionismo e non solo a livello comunitario. La protezione e il sostegno interno, vale la pena di ricordarlo, riguardano quasi tutti i paesi, importatori ed esportatori, sviluppati e non sviluppati e hanno radici oramai molto antiche (Zezza, 2005). D'altra parte le pressioni per la liberalizzazione del mercato nei principali paesi produttori dell'Occidente, Unione Europea e Stati Uniti, erano giunte ad un livello di non ritorno a causa della spinta di fattori interni ed esterni.

Dopo un lungo e difficile negoziato, al termine della riunione che ha portato all'accordo politico nell'ambito del Consiglio dei Ministri agricoli, la Commissaria Fisher Boel ha dichiarato: "Mi congratulo con i ministri per la loro coraggiosa e audace decisione di riformare un settore che nessuno era stato in grado o aveva voluto riformare in passato. Non è stato facile, ma alla fine la ragione ha prevalso e l'accordo raggiunto consentirà al settore dello zucchero della UE di avere un futuro sostenibile e competitivo. Agire ora significa poter disporre dei fondi necessari per agevolare questa dolorosa, ma assolutamente necessaria, ristrutturazione e garantire compensazioni agli agricoltori. Questo accordo, fatto per garantire la sostenibilità del settore nel lungo termine, non costerà un solo centesimo in più ai contribuenti e avrà positive ricadute anche all'esterno. La nostra nuova politica sarà favorevole agli scambi, rafforzando la nostra posizione negoziale alla riunione ministeriale dell'OMC, prevista a Hong Kong il mese prossimo. Agli agricoltori saranno erogati pagamenti diretti largamente disaccoppiati dalla produzione e, a partire dal 2009, i paesi più poveri del mondo godranno di un accesso illimitato al nostro mercato" .

Nel febbraio 2006 i ministri dell'agricoltura dell'UE hanno adottato ufficialmente la riforma dell'OCM zucchero.

[2005]

The single payment scheme of the CAP: entitlements avalaibility and farmers behavior

Severini S., Valle S. (2005)

Paper presented for the XIthEAAE Congress *The future of Rural Europe in the Global Agri-Food System*, Copenhagen (Denmark), August 24-27.

The way entitlements are originally allocated among farmers and some conditions required to get the payments could affect farmer's willingness to trade land and entitlements.

This paper – using a qualitative approach and some results of a farm based simulation analysis – explores how entitlements availability and other farm specific parameters affect land and entitlement shadow prices and farmers attitude to trade land and entitlement. The conditions under which this occurs, the role of taxing the exchange of entitlements and of both modulation and conditionality on exchange of entitlements are also studied.

[2004]

Comparaison de différentes méthodes de Programmation Mathématique pour l'analyse prévisionnelle de changement des politiques agricoles

ValleS.(2005)

Tesi di Master nell'ambito del D*iplôme d'Etudes Approfondies (DEA) Economie du Développement Agricole, Agroalimentaire et Rural* seguito a Montpellier da settembre 2003 a ottobre 2004 presso l'E.N.S.A.M. (Ecole Nationale Supérieure Agronomique de Montpellier) e l'IAM.M (Institut Agronomique Méditerranéen de Montpellier).

In the last years the interest in mathematical programming has increased thanks to several theoretical and methodological developments having leads to the formalization of the Positive Mathematical Programming (PMP).

The PMP represents an original methodology to gain information about the production costs, as perceived by the farmers, and usually absent in the main agricultural information sources. Such a specific model is able to reproduce the initial situation, and consequently, to predict the effects of alternative policies. The PMP is a procedure that allow to know farmers behaviour when few information are available. This is the aspect that made PMP so successful in evaluating policies. The quadratic function of marginal variable cost is at the heart of methodology. The good success of the process of reproduction of the behaviour of the economic agents and the coherence of the answers of the model to the following phase of simulation depend on this function, or better on its estimate.

In the first part of the study the principles on which the PMP is based were analysed. The study focus on all the aspect concerning the cost function estimation. In the second part, all the answer were compared with alternative policies using two different methodologies: PMP and a Bio-Economic model.

The first part of the analysis regards the implementation aspects of the PAC Agenda 2000 in the chosen farm. It is an ex-post analysis: the real situation has been taken as the reference point for controlling the models. In the second part the model answers to external chocks were examined. We decide to use the decoupling to represent a sensible change in policies.

[2003]

Disaccoppiamento e modulazione degli aiuti diretti della PAC secondo la proposta della Commissione UE: un'analisi condotta su di un gruppo di aziende rappresentative

Severini S., Valle S. (2003) .

Dipartimento di Economia Agro-Forestale e dell'Ambiente Rurale (DEAR), Università degli Studi della Tuscia, Viterbo.

Sezione: *Documenti di Ricerca*della *Collana D.E.A.R.*, n. 1/2003.

The July 2002 CAP reform proposal of the EU Commission contains two main changes regarding direct aid policies: decoupling and modulation. This paper analyses both aspects by means of a two-level approach: on the one hand, a general qualitative analysis is used; on the other hand, some simulations are performed by applying Positive Mathematical Programming models on a small group of representative crop-oriented farms of central Italy.

The analysis of decoupling is aimed at evaluating its impact on farm behaviour and economic performances, considering different ways of applying decoupling. Decoupling is expected to reduce the amount of land devoted to crops actually receiving direct aids, to encourage a process of market orientation and to reduce the distortions caused by the current policy. Furthermore, if the total amount of decoupled aids is maintained at the base level, this causes the gross income to increase. From a policy point of view this is a relevant result, because together with decoupling, the EU Commission proposes to apply the modulation of direct aids. In facts, this shows that most of the adverse effects caused by modulation could be counterbalanced by the gross income increase due to decoupling.

The analysis of modulation considers different ways to apply it: some room of manoeuvre is left to Member States to decide the level of different policy parameters and some uncertainty is still around whether it will be applied to coupled or decoupled aids. All these aspects are accounted for in the analysis. The impact of modulation on farm behaviour, economic results and drained resources drastically change if it is applied to coupled or decoupled aids. In the latter case, apart from the impact of introducing an exemption linked to labour use, no change of farm crop mix is observed and farm income declines of the same amount of drained resources. If modulation is applied to current coupled aids, the amount of land devoted to crops actually receiving direct aids is reduced in order to reduce the negative impact of modulation on farm economic performances. However, this is not the case for farms exempted because of the limited amount of aids received, or for those affected by the ceiling mechanism. In this latter case, if farmers receive an amount of aids above the ceiling, modulation makes aids decoupled from decisions regarding crop mix.

[2003]

L'évaluation économique d'un projet d'irrigation à partir des lacs collinaires dans une zone rurale de la Tunisie

http://ressources.ciheam.org/om/pdf/a57/04001952.pdf

Angeli L., Severini S., Valle S. (2003).

In Camarda D. and Grassini L. (editors) *Local Resources and Global Trades: Environments and Agriculture in the Mediterranean region*, CIHEAM-IAMB, p. 476 (Option Méditerranéennes, Série A Séminaires Méditerranéenne; n. 57), p. 31-41, Bari. ISBN 2-85352-278-4. *Conference on the Relationship between Global Trades and Local Resources in the Mediterranean Region*, 2002/2004, Rabat, Marocco.

Malgré le grand effort politique déployé le secteur agricole ne recevra pas des quantités d'eau additionnelles, qui seront au contraire accordées seulement aux zones urbaines et aux secteurs touristique et industriel.

À l'intérieur de la Stratégie Nationale les lacs collinaires occupent donc un rôle d'importance dans le cadre des plus généraux stratégies de développement rural. Aux lacs collinaires sont assignés essentiellement deux grands groupes d'objectifs:

!

amélioration du système agricole existant et des conditions de vie des populations agricoles, à travers

l'irrigation de petits périmètres irrigués;

!

protection de l'environnement et, en particulière, protection des infrastructures situées aval e maîtrise

des eaux de ruissellement.

Les recherches en cours montrent que cette stratégie de mise en valeur locale des ressources hydriques présente des considérables potentialité, même si souvent des problèmes relatifs à l'organisation de la gestion collective ne manquent pas de se manifester.

En effet les interventions sont fréquemment conçues et mises en oeuvre sans la participation active et intéressée des populations concernées, cela entraîne une insuffisante exploitation des eaux, une gestion de l'eau souvent inadéquate et une rapide détérioration des infrastructures.

Le présent travail examine un étude de cas: le lac collinaire Lachguef, dans le gouvernorat de Zaghouan, impliqué par un projet FAO/ITALIA (GCP/INT/542/ITA). L'objectif est celui d'évaluer l'impact du passage d'une agriculture en sec à une agriculture irriguée sur le système de production agricole impliqué par le projet et sur le relatifs résultats économiques.

Après un examen de la littérature existante, on a mené une enquête sur le terrain pour la collecte des données nécessaires à réaliser l'analyse. En premier lieu l'analyse a utilisé la Programmation Linéaire pour simuler les potentiels effets du projet sur les choix de production et sur les résultats économiques des activités agricoles réalisées dans la zone.

En deuxième lieu on a réalisé une évaluation de l'investissement en utilisant les données qui dérivent de l'analyse menée par la programmation linéaire. Enfin l'analyse a contemplé quelques éléments critiques qui peuvent conditionner en mesure considérable les résultats obtenus.

[2002]

La modulazione degli aiuti diretti secondo la proposta della Commissione UE: una analisi condotta su di un gruppo di aziende rappresentative

Severini S., Valle S. (2002).

Paper presentato al IV Workshop *Il nuovo negoziato agricolo nell'ambito dell'Organizzazione Mondiale del Commercio e il processo di riforma delle Politiche Agricole dell'Unione Europea*, Capri (Italia), Ottobre 28-30.

La politica di modulazione ha fatto la sua comparsa nella politica agricola comunitaria con il così detto regolamento orizzontale (Reg. (CE) n.1259/1999). La recente proposta della Commissione uscita nella fase di revisione di medio termine della riforma di Agenda 2000 (Commissione UE, 2002), accentua l'enfasi posta su questa politica proponendo di renderla obbligatoria in tutti gli Stati membri e di modificarne la sua articolazione. In particolare, sembra ridursi l'enfasi data all'obiettivo di ridistribuire il sostegno tra aziende di dimensioni differenti visto che si propone di introdurre una decurtazione degli aiuti uguale per l'ampia fascia di aziende che riceve aiuti da 5000 a 300000 € e non si considera più la prosperità aziendale tra i parametri che determinano l'entità delle decurtazioni degli aiuti. Una seconda marcata differenza è che la Commissione intende applicare la modulazione successivamente al disaccoppiamento degli aiuti diretti. Sebbene non sia possibile sapere con certezza se tale proposta verrà effettivamente implementata, l'effetto della modulazione sulle aziende potrebbe risultare assai diverso qualora essa venisse applicata su aiuti diretti disaccoppiati oppure su aiuti diretti che, come nella situazione attuale, sono accoppiati all'uso di fattori produttivi.

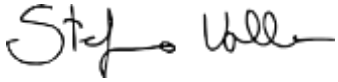
Il presente lavoro analizza la proposta della Commissione sia in termini generali e qualitativi, sia attraverso una analisi condotta su di un gruppo di aziende rappresentative localizzate utilizzando l'approccio della Programmazione Matematica Positiva (PMP) (Paris e Arfini, 2000; Paris, 1993; Howitt, 1995). Tali modelli sono stati utilizzati per valutare l'impatto di diversi scenari di applicazione della modulazione. In particolare, sono state valutate diverse ipotesi relative: all'entità del taglio degli aiuti; all'entità della franchigia; all'entità del tetto. Tali scenari sono poi stati applicati nelle due condizioni precedentemente descritte: nel caso in cui si rimanga con aiuti diretti accoppiati oppure che si passi all'aiuto aziendale disaccoppiato.

[2002] **Il modello regionale di PMP**

Arfini F., Severin S., Zuppiroli M., Donati M., Valle S. (2002).

Working Paper presentato al IV Workshop *Il nuovo negoziato agricolo nell'ambito dell'Organizzazione Mondiale del Commercio e il processo di riforma delle Politiche Agricole dell'Unione Europea*, Capri (Italia), Ottobre 28-30.

L'obiettivo del presente lavoro è di presentare la metodologia utilizzata per analizzare le conseguenze della nuova proposta di riforma della politica agricola comune (MTR) sull'allocazione delle superfici agricole nel territorio italiano. L'analisi è stata condotta predisponendo uno strumento integrato ed automatizzato in grado di preparare le informazioni di base, elaborare le stesse mediante un modello matematico di PMP1 e, quindi, restituire i risultati delle simulazioni in esso presenti. Le principali fasi del lavoro di modellizzazione hanno riguardato, da un lato l'estrazione congiunta dei dati provenienti dagli archivi RICA e AGEA, dall'altro la costruzione di un modello in grado di valutare in un unico programma matematico il comportamento di tutte le aziende, definite secondo specifici criteri riguardanti la localizzazione geografica e le condizioni economiche poste dalla politica agraria, nella fase di estrazione.



Other Papers 2

1. Rugin iE., Silvestri C., Traverso L., Valle S. (2017) – *Flowering and Fruiting Trend of Twenty-eight Italian Olive Cultivars in Nepal Under Sustainable Cultivation Methods* - Pr oject Report – Regional Project Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production – Afghanistan, Nepal and Pakistan.
2. Rugini E., Traverso L., Valle S., Vannini A. (2016) – *Study of the Performances of Native and European Olive Varieties in Nepal 2015, and qualitative analysis of the olive oil* - Project Report – Regional Project Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production – Afghanistan, Nepal and Pakistan.
3. Iniziativa di Conversione del Debito (Pakistan–Italian Debt for Development Swap Agreement – PIDSA). Rapporto di missione 2016.
4. Rugini E., Traverso L., Valle S., Vannini A. (2015) – *Implementation of the olive oil supply chain in Far-Western Region of Nepal* - Project Report 2011–2014 – Regional Project Technical assistance and support to line ministries in the agricultural sector with emphasis on olive production – Afghanistan, Nepal and Pakistan.
5. Programma Regionale *Assistenza tecnica e sostegno ai Ministeri di linea nel settore agricolo con enfasi alla produzione olivicola* (2011). Progetto finanziato dal Ministero per gli Affari Esteri (MAE) e coordinato dall'Istituto Agronomico per l'Oltremare (IAO). Coordinatore di progetto per la componente Pakistan (2014–2016). Rapporti di missione.
6. Programma Regionale *Assistenza tecnica e sostegno ai Ministeri di linea nel settore agricolo con enfasi alla produzione olivicola* (2011). Progetto finanziato dal Ministero per gli Affari Esteri (MAE) e coordinato dall'Istituto Agronomico per l'Oltremare (IAO). Contributo alla elaborazione del documento di progetto (Proposta di finanziamento) e del Piano Operativo per i tre anni di progetto per la componente Nepal.Rapporti di Missione e Report di progetto.
7. Senni S., Valle S., Gianvenuti A. (2010) – *Factsheets* in *Active citizenship and food sover eignity. Training toolkit for the sustanaible development of rural communities*, documento di progetto.
8. *Promotion of olive production and consumption in Nepal – Project findings and recommendations* - University of Tuscia (2010). Progetto FAO GCP/NEP/056/ITA. Contributo alla elaborazione del documento finale di progetto e stesura dei paragrafi 2.5 e 2.6.

Others Papers 1

1. Severini S., Valle S., Cortignani R. (2010) – *L' analyse par modélisation: les modèles de Programmation Mathématique Positive (PMP)* in "Evaluation des effets sur le marché du découplage partiel", COGEA. Contrat cadre n° *30-CE-0223110/00-78*, Evaluation des mesures de la PAC relatives aux secteurs bénéficiant ou ayant bénéficié de soutien direct – Lot 1: Questions horizontales, septembre 2010.
2. Dinam*iche evolutive delle imprese agricole e multifunzionalità (MULTIDIM)* – Rapporto di progetto (2010). Contributo alla redazione del Volume 3: *Individuazione dei fattori di successo interni ed esterni alle aziende. Risultati dei focus groups*
3. Severini S., Valle S., Cortignani R. (2009) – *L'analyse par modélisation: les modèles de Programmation Mathématique Positive (PMP)*
4. in "Evaluation des mesures relatives au secteur du tabac brut" (COGEA). Contrat cadre n° 30-CE-0197396/00-06 – Evaluation de l'impact des mesures de la PAC sur les secteurs bénéficiant ou ayant bénéficié d'aides directes, juin 2009.
5. Severini S., Valle S., Cortignani R. (2009) – *L'analyse par modélisation: les modèle de Programmation Mathématique Positive (PMP)* in "Evaluation des mesures relatives au secteur du riz" (COGEA). Contrat cadre n° 30-CE-0197396/00-06 – Evaluation de l'impact des mesures de la PAC sur les secteurs bénéficiant ou ayant bénéficié d'aides directes, mai 2009.
6. Severini S., Valle S., Cortignani R. (2008) – *L'analyse par modélisation: les modèles de Programmation Mathématique Positive (PMP)* in "Evaluation de l'activation des paiements directs sur les cultures de fruits et légumes dans le modèle régional" (Agrosynergie). Contrat cadre n° 30- CE-0035027/00-37 – Evaluation OCM fruit et légumes pour l'UE, février.
7. Angeli L., Branca G., Henke R., Marongiu S., Pancino B., Valle S. (2006) – *Study on economics and policy of corn production in Croatia, Hungary and limitedly in Serbia and Montenegro*. Final Report nell'ambito del progetto "Integrated Pest Management for Western Corn Rootworm (WCR) in Central and Eastern Europe" (GTFS/RER/017/ITA), FAO – Trust Fund for Food Security and Food Safety – Italian Contribution.

CONFERENCES AND SEMINARS

Seminars, Workshops and Congresses attended in Italy and abroad:

1. 2009 – *La multifunzionalità in agricoltura: esperienze, percorsi, ed opportunità*. Pisa (Italy), March6.
2. 2008 – *The CAP after the Fischler reform: National implementations impact assessment and the agenda for future reforms.* Viterbo (Italy). November 20-21.
3. 2005 – *Modelling agricultural policies: state of the art and new challenges*. 89th EAAE Seminar, Parma (Italy), February 3-5.
4. 2002 - *Il nuovo negoziato agricolo nell'ambito dell'organizzazione mondiale del commercio ed il processo di riforma delle politiche agricole dell'Unione Europea*. IV Workshop PRIN. Capri (Italy), October 28-30.
5. 2002 - *Il nuovo negoziato agricolo nell'ambito dell'organizzazione mondiale del commercio ed il processo di riforma delle politiche agricole dell'Unione Europea*. III Workshop PRIN. Ferentillo (Italy), April 17-19.
6. 2002 – *Local resources and global trade: environments and agriculture in the Mediterranean Region*. Rabat (Morocco), April 25-30.

Seminars, Workshops and Congresses in Italy and abroad where I presented papers:

1. 2008 – *The CAP after the Fischler reform: National implementations impact assessment and the agenda for future reforms*. Viterbo (Italy), November 20-21.
2. 2005 – *The future of rural Europe in the global agri-food system*. XIth EAAE Congress, Copenhagen (Denmark), August 24-27.
3. 2002 - *Il nuovo negoziato agricolo nell'ambito dell'organizzazione mondiale del commercio ed il processo di riforma delle politiche agricole dell'Unione Europea*. IV Workshop PRIN. Capri (Italy), October 28-30.
4. 2002 – *Local resources and global trade: environments and agriculture in the Mediterranean Region*. Rabat (Morocco), April 25-30.

TEACHING

Teaching

- Lectures and exercises of microeconomics, macroeconomics introductory lessons and Common Agricultural Policy lectures within Prof. Severini's course *Istituzioni di economia agraria* (*Principles of agricultural economics*), and Prof. Carbone's *Fondamenti di economia e politica agricola* (*Bases of agricultural policy and economics*).

- Lectures on development theories and growth models within Prof. Angeli and Prof. Senni's course *Economia dello sviluppo dei paesi emergenti* (*Development economics of emerging countries*).

- Lectures on the formulation and evaluation of agricultural development projects within Prof. Angeli and Prof. Senni's course *Formulazione ed analisi economica dei progetti di sviluppo rurale* (*Formulation and economic analysis of rural development projects*). I was personally in charge of the course in the academic year 2008-2009.

- Many lectures in training and specialising courses.