

Notes et études socio-économiques

CENTRE D'ÉTUDES ET DE PROSPECTIVE

n° 52 - Décembre 2025

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NESE n° 52, Décembre 2025, pp. 137-138

CENTRE D'ÉTUDES ET DE PROSPECTIVE

SERVICE DE LA STATISTIQUE ET DE LA PROSPECTIVE

Présentation

Notes et études socio-économiques est une revue du ministère de l'Agriculture, de l'Agro-alimentaire et de la Souveraineté alimentaire, publiée par son Centre d'Études et de Prospective. Cette revue technique à comité de rédaction se donne pour double objectif de valoriser des travaux conduits en interne ou des études commanditées par le ministère, mais également de participer au débat d'idées en relayant des contributions d'experts extérieurs. Veillant à la rigueur des analyses et du traitement des données, elle s'adresse à un lectorat à la recherche d'éclairages complets et solides sur des sujets bien délimités. D'une périodicité de deux numéros par an, la revue existe en version papier et en version électronique.

Les articles et propos présentés dans cette revue n'engagent que leurs auteurs.

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Composition : SSP

Impression : AIN - Ministère de l'Agriculture, de l'Agro-alimentaire
et de la Souveraineté alimentaire

Dépôt légal : à parution

ISSN : 2104-5771 (imprimé)

ISSN : 2259-4841 (en ligne)

Renseignements et diffusion : voir page 4 de couverture

Abstracts and Key Words

Eight agricultural project profiles: from collective sector-based entrepreneurship to individual or multi-company entrepreneurship

The typologies used to categorize the diversity of farms are most often based on productive or technical criteria and do not account for the economic or entrepreneurial projects implemented on the farms. To help address this gap, we propose a typology of farms built on their economic development strategy (Quality and Origin Identification Marks [QOIs], including organic farming [AB], processing, direct sales) and their managerial characteristics (contract management, diversification, contract work, control of legal entities), without neglecting their technical and economic orientation (Otex) and their size. Data from 325,000 farms from the 2020 agricultural census were processed using several partitioning methods (k-means algorithm and hierarchical clustering) to produce eight profiles. These eight profiles can themselves be linked to four clusters. The first cluster corresponds to small-scale, newly rural entrepreneurs focused entirely on short supply chains, organic farming, and processing. Two other profiles correspond to a second cluster known as “corporate agriculture,” with complex multi-company structures managed by larger farms, employing salaried staff, and committed to value-added strategies, either in winery production or other forms of production. A third cluster brings together large-scale grain or pig farms producing conventional products and agricultural services. A fourth group (70% of farms) concerns farms involved in long supply chains in livestock, arable farming, and viticulture, although one type stands out slightly by partially aligning with the approach implemented by the small-scale, newly rural entrepreneurs.

Keywords : Typology, entrepreneurship, agricultural operation, agricultural census, business strategy.

Estimates of current and future needs for organic agriculture in terms of organic fertilizers

This article presents the main results of a study conducted for the Ministry of Agriculture, Food and Food Sovereignty, aimed at analyzing, in France, the current and future balances between organic fertilizer resources usable in organic farming and agricultural needs. 38 sources of residual fertilizing materials (RFMs) usable in organic farming are mapped and estimated, both in terms of raw volumes and total fertilizing elements and fertilizer equivalents. The total fertilization unit requirements for organic farming are also assessed for a sample of 85 crops. The organic fertilization balance is analyzed at the national and regional levels, using a simplified fertilization equation based on the method of the French Committee for the Study and Development of Sustainable Fertilization (COMIFER). With the support of a group of experts, fertilization balances are then explored according to four scenarios for the evolution of organic resources and areas by 2030. Finally, recommendations are formulated

to remove obstacles and activate levers for maintaining, and if possible developing, soil fertility within organic farming systems.

Keywords : Organic farming, MAFOR, fertilization, future prospects, France.

The revamped contractual framework implemented by the EGalim law

This article presents the main findings of a study commissioned by the Ministry of Agriculture, Food and Food Sovereignty to assess the initial effects of the EGalim 1 law, adopted on October 30, 2018, on contracts between farmers and the first distributors (collectors, shippers, wholesalers, etc.). The study combined several methods: a retrospective review of the regulations concerning contracts, a literature review of scientific literature on contracts in agriculture, case studies of sectors illustrating a diversity of organizational models (dairy cattle, beef cattle, fruits and vegetables, eggs, and pork), and an analysis of the initial effects of the EGalim 1 law on upstream contracts within these five sectors. The evaluation was based primarily on the qualitative analysis of interviews with the main institutional stakeholders in each sector, conducted in the spring and summer of 2022. The interviews also allowed for an initial assessment of stakeholders' sensitivity to the provisions of the EGalim 2 law, adopted on October 18, 2021, in the sectors studied. The study shows that the effects of the EGalim 1 law differ across the sectors studied. The law only very partially corrected market imbalances, but it did bring the issue of production costs back to the forefront and strengthened interprofessional organizations, particularly regarding the development and publication of economic indicators.

Keywords : Contractualization, production costs, supply chains, EGalim, evaluation, France

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et de la Souveraineté alimentaire

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