ИКОНОМИЧЕСКИ УНИВЕРСИТЕТ ВАРНА (БЪЛГАРИЯ)

НАЦИОНАЛЕН ТЕХНИЧЕСКИ УНИВЕРСИТЕТ ХЕРСОН (УКРАЙНА)

УКРАИНСКАТА АСОЦИАЦИЯ ЗА РАЗВИТИЕ НА МЕНИДЖМЪНТА И БИЗНЕС ОБУЧЕНИЕТО

# «УКРАЙНА – БЪЛГАРИЯ – ЕВРОПЕЙСКИ СЪЮЗ: СЪВРЕМЕННО СЪСТОЯНИЕ И ПЕРСПЕКТИВИ»

## *«UKRAINE - BULGARIA - EUROPEAN UNION: CONTEMPORARY STATE AND PERSPECTIVES»*

**СБОРНИК С ДОКЛАДИ ОТ IV МЕЖДУНАРОДНА НАУЧНА КОНФЕРЕНЦИЯ**

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lose popularity, while others will continue to improve in order to respond to the challenges of digital transformation.

**Conclusion.** Payment forms will continue to follow the evolutionary approach of the development of Internet commerce. The main driving forces in this process will be the optimization of transaction costs for all participants in e-commerce and, in particular, the consequences of the introduction of the General Data Protection Regulation (GDPR) of May 2018.

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## SCIENTIFIC RECOMMENDATIONS FOR THE IMPROVEMENT OF NATIONAL DATA COLLECTION INTO FISHERIES IN THE CONTEXT OF EUROPEAN INTEGRATION PROCESSES

**Introduction.** Studying the experience of European countries and adaptation to the conditions of Ukraine is practically necessary. For today it is important to study the problems of the improvement of national data collection into fisheries in the context of

European integration processes. At the same time, the organization of collection of statistical data in the field of aquaculture is coming to the fore.

**References review**. Many foreign scientists have studied modern problems of fisheries and aquaculture regulation, such as Dj. Stihlits, J. Sismondi, A. Hallenstvent and other scientists who are famous researchers on fundamental issues of economic science. Addressing the same national data collection into fisheries occupies a leading place in scientific works S. Kvasha, S. Shepeliev, M. Stasyshen. However, despite the significant number of publications and the fairly extensive research of fisheries and aquaculture regulation, data collection, features aquaculture production agrarian market only focuses on fragmented and not always taken into account at its state in specific production periods.

**The research objective** is to identify a methodological component of forming the national data collection into fisheries in the context of European integration processes.

**Results of research.** A comparison of Ukrainian statistics structure shows that it corresponds to the forms and content of the European Union, and therefore FAO. Scientific research confirm that all economic activities need the information (not verbal, but numerical and in figures) for management process. Information must show the changes in these numbers. It is important to study and adapt the experience of developed fishing countries of Europe. The first priority is to solve the problem of data collection in aquaculture.

Aquaculture, also known as aqua farming, refers to the farming of aquatic (freshwater or saltwater) organisms, such as fish, mollusks, crustaceans and plants, for human usage or consumption, under controlled conditions. Aquaculture implies some form of intervention in the natural rearing process to enhance production, including regular stocking, feeding and protection from predators. Farming also implies individual or corporate ownership or contractual rights to the stock being cultivated. European data on the quantity of aquaculture production, in tones life weight (TLW), has been recorded since 1950. Since 1984, data on the total value of the production in Thousand Euro is also available. With the entry into force of the new Regulation (EC) #762/2008 on the submission of aquaculture statistics aquaculture production data are collected and disseminated annually in 5 tables: fish_aq2a: Aquaculture production at first sale for human consumption (excluding hatcheries and nurseries) by species, by FAO major area, by cultivation method, by aquatic environment in TLW (tones live weight), in Euro and Euro/TLW; fish_aq2b: Production of fish eggs (roe) at first sale for human consumption by species, by FAO major area, by aquatic environment in TLW, Euro and Euro/TLW; fish_aq3: Input to capture-based aquaculture, i.e. wild seed, by species in TLW, Euro and Euro/TLW; fish_aq4a: Production of fertilized eggs at first sale for further on-growing or release to the wild by species in Millions; fish_aq4b: Production of juveniles at first sale for further on-growing or release to the wild by species in Millions. According to the Regulation (EC) # 762/2008, aquaculture production means the output from aquaculture at first sale intended for human consumption. Non-commercial aquaculture is thus not accounted for. Moreover,

aquaculture production of aquarium and ornamental species is excluded as well as production for industrial, functional or research purposes. Every three years this data is complemented by fish_aq5 data on the structure of the aquaculture sector by species group, FAO major area, and production method, aquatic environment in hectares, 1000 cubic meters or meters. Data is submitted by all Member States of the European Economic Area by the 31st of December for the preceding year (reporting year – 1). They are compiled by the respective competent authorities of the Member States, usually either the National Statistical Institute or the Ministry of Agriculture. EEA Member States do also provide three annual data on the structure of the aquaculture sector and annual methodological reports of the national systems for aquaculture statistics with details on the respective methods of collecting, processing and compiling aquaculture data as well as quality aspects. This information is currently not published. The following variables are recorded with regard to aquaculture production: Reporting country is identified by ISO 3166-1 code.

Species are identified by their English and scientific names and a 3-alpha code. The 3-alpha identifier is a unique code made of three letters that is widely used for the exchange of data with national correspondents and among fishery agencies. The full list of these codes together with the English, French, Spanish and Scientific names may be found in the ASFIS file on the FAO website. The species are aggregated into species groups following the ISSCAAP classification (International Standard Statistical Classification for Aquatic Animals and Plants) which divides commercial species into 50 groups on the basis of their taxonomic, ecological and economic characteristics. The ISSCAAP groups range from 1 Freshwater fishes to 9 Aquatic plants with further subdivision from 11 Carps, barbells and other cyprinids to 94 miscellaneous aquatic plants. At Eurostat, these species groups are identified by the codes F10 to F94, and are complemented by F00 (total of all species), F01, F08, F04, F07 and F02. The production methods used in the tables are listed and defined in Annex I of the Regulation (EC) № 762/2008. They include ponds, tanks and raceways, enclosures and pens, cages and recirculation systems. For mollusks, on-bottom and off-bottom systems may also be reported. For statistical purposes, 27 major fishing areas have been internationally established, the so called FAO Major Fishing Areas, comprising 8 inland areas and 19 marine fishing areas. European aquaculture production is recorded in the areas 27 «Northeast Atlantic», 37 «Mediterranean and Black Sea» and 5 «European inland waters». A tiny production is also recorded for area 1 «African inland waters» for the Canary Islands. The production areas 10 «Marine areas» (including area 27 and 37), 9 «Total inland waters» (including areas 5 and 1) and 0 «Total all production areas» (27 + 37 + 5 + 1) are aggregates built on the existing areas.

The aquatic environment distinguishes the water types fresh water (FRW), sea water (SEA) and brackish water (BRK). From 2013, the distinction of brackish water has been abolished. Brackish and sea water are henceforth recorded as salt water (SBW). The data cover the aquaculture sector from the point of view of farm-gate production available for human consumption. It is important that the production is

accounted for at first sale. Thus, production for own consumption is not reported, nor eggs and hatchlings produced for on-growing on the same farm without selling. Socio-economic data for anything other than the total value of the production are not included. The concepts, definitions and classifications used in the compilation of European aquaculture production data are developed by the Coordination Working Party on Fishery Statistics and available in the Handbook of Fishery Statistical Standards. FAO maintains the ASFIS List of Species for Fishery Statistics Purposes. In this list, all species are identified by an internationally assigned three letter code (e.g. SAL = Atlantic salmon). In some cases, a species group n.e.i. (not elsewhere identified) is used to aggregate certain species. Systematic aggregates are built using the ISSCAAP classification (see classification systems).

Three aquatic environments are distinguished: a) «Freshwater» (FRW) applying to waters of rivers, streams. lakes, ponds and other enclosures where the water has a constant negligible salinity; b) «Sea water» (SEA), also referred to as salt water, applying to waters where the salinity is high and not subject to significant variation. The term «sea water» may be inappropriate as the salinity may be of artificial origin; c) «Brackish water» (BRK) applying to waters where the salinity is appreciable but not at a constant high level. The salinity may be subject to considerable variation due to the influx of fresh or sea waters. For the more recent data. the production in Sea water (SEA) and Brackish water (BRK) have been added to the aggregate SBW – Sea and Brackish water. Data for the volume of the production is expressed in tones live weight [TLW] of the product. This weight includes all shells and bones. Data for the economic value of the production is expressed in Euro. An automatic conversion from National Currencies to Euro is performed where applicable. The production of hatcheries and nurseries is reported in numbers and expressed in millions. Data on the structure of the aquaculture sector is expressed in thousand cubic meters, hectares or, optionally, «meters rope length» according to the method. The basic statistical units are the production facilities of the aquaculture enterprises. Although these records are available to the national authorities. only the national aggregates are submitted to the international organizations and are made available in this database. All active commercial aquaculture production facilities of EEA Member States. «Active» means that a facility has been used for aquaculture production any time during the reference year. «Commercial» means that off-farm aquaculture products have been sold. Regulation (EC) № 762/2008 on the submission of aquaculture statistics has EEA relevance, thus the EU-28 plus Norway and Iceland are obliged to report their aquaculture production. In addition, Turkey submits data to Eurostat. Base period is not applicable. Unit of measure: the production volume is expressed in tones live weight of the product. This weight includes all shells and bones; prices are reported as average price per unit in the national currency and converted to [EUR/TLW]. Average prices are built either for a certain species and cultivation method. or only by species; the economic value of the production in is calculated by multiplying the mean price with the quantity produced; the production of hatcheries and nurseries (excluding eggs

for human consumption) is reported in numbers and expressed in millions. Before 2012, however, some countries had difficulties to provide quantities of eggs and juveniles in numbers. Instead the weight of eggs and juveniles at first sale was recorded and converted into numbers using an approximate conversion factor; the input to capture-based aquaculture is reported in tones live weight; data on the structure of the aquaculture sector are expressed in thousand cubic meters [1000 $m^3$], hectares [ha] or «meters rope length» [m] according to the method.

Thus, during a scientific study it was found that economic indicators are absent in statistical forms. Among them there are indicators of the cost-benefit and prime cost of production. It is necessary to develop and implement economic variables for the aquaculture in the reporting forms sector with indicators listed in the table below (table 1).

**Table 1**

***Indicators to display when completing the reporting form***

| Group of variables | Variable |
|---|---|
| Profit (income) | Revenue from sales by types |
| | Other profits |
| Staff costs | Salary |
| | The cost of unpaid work |
| Electricity costs | Electricity costs |
| Costs for raw materials | Costs on fish-rod material |
| | Feed costs |
| Repair and maintenance costs | Repair and maintenance costs |
| Other operating expenses | Other operating expenses |
| Capital expenditures | Depreciation of fixed assets |
| Capital cost | Total value of assets |
| Financial results | Profit, expenses |
| Investments | Net investment |
| Debts | Debts |
| Weight of raw materials | Use of fish-rod material, kg |
| | Used feed, kg |
| Weight of sold products | Weight of sales by kinds, kg |
| Employment | Working persons, quantity |
| | Unpaid labor, quantity |
| | Number of hours of contract staff and employees on unpaid work, hours |
| Number of enterprises | Enterprises (by categories by number of employees), quantity |

**Conclusions.** Thus, we can draw the following conclusions and recommendations: the main imperfection is the absence of one coordinating department or sector in The State Agency of Fisheries of Ukraine. Today statistics is collected by 5 structural divisions. There aren't central working and generalization data. But we do not have one statistical institutional governmental department in the State Agency of Fisheries of Ukraine. There is no state financial support for collection of that data. It is need to consider establishment of the central coordinating sector of fisheries statistics based on the State Agency of Fisheries of Ukraine.

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# ФОРМИРОВАНИЕ МЕХАНИЗМА ПОВЫШЕНИЯ КОНКУРЕНТОСПОСОБНОСТИ ПРЕДПРИЯТИЯ В СОВРЕМЕННЫХ УСЛОВИЯХ

**Постановка проблемы (актуальность).** На современном этапе преобразований социально-экономических отношений особо значимыми становятся проблемы эффективности экономического развития, которые требуют системного и научно-прикладного анализа подхода к их решению.

Важным фактором привлечения инвестиций в процесс стабилизации экономического развития, а так же решения социально-экономических проблем и, как следствие, повышения качества жизни является формирование и сохранение конкурентных преимуществ экономики предприятий.

Однако, отметим, что эффективные пути формирования конкурентных преимуществ, с учетом особенностей экономического потенциала предприятий на достаточно длительный период времени до сих пор не определены.

Формирование конкурентных преимуществ, в частности, и развитие конкурентоспособности, в целом, является важнейшим условием улучшения показателей экономического роста предприятия, связанного со структурными изменениями.

Актуальность оценки и разработки основных направлений совершенствования и развития деятельности предприятия в современных условиях обусловлена необходимостью формирования и обеспечения рационального и эффективного использования его конкурентных преимуществ.

**Анализ последних исследований и публикаций.** Вопросам конкурентоспособности предприятий посвящены работы как зарубежных

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