



# АССОЦИАЦИЯ ОЛЕНЕВОДОВ

## DEER BREEDERS ASSOCIATION

143912, Россия, Московская обл., г. Балашиха, кв-л Щитниково, д. 73 Г  
143912, Russia, Moscow region, Balashikha, quarter Shchitnikovo, 73 G

Тел./Ph. +7 (495) 971-45-55 Моб. тел./Cell ph.- +7 (926) 211-85-21  
<http://www.dba.org.ru> E-mail: [admin@dba.org.ru](mailto:admin@dba.org.ru)

## FEDFA MEETING

### 03. - 06. October 2014

My name is Natalia Sorokina. I represent Diana's hunting club. My boss Miroslaw Madejski couldn't attend the meeting, that's why I'll present to you his talk.

Our staff is engaged in the organization of hunting since the beginning of the 90th. More than ten years ago we understood that hardly controlled hunting drives to total extermination of animals. Now it's time to think about that instead of working in organization of hunting, it's time to work in increasing of animals. The beginning of privatization of hunting grounds predetermined perspective of the work, connected with breeding of wild game animals and improving of trophy quality. We worked with animals in the wild nature and step by step we passed to farming (keeping wild animals in the fenced areas) - as a way of achievement of faster results.

The increasing business competition forced us to apply modern technologies and economic rules to reduce expenses. If several years ago there weren't any scientific researches, and deer were fed with food waste, now everything is quickly changing.

Very important is also mineral supplementation, using the balanced feed additives for wild animals. For example, you know, that in the Czech Republic there is a manufacture of mineral feeds, concentrates and premixes for deer. But in Russia we also don't stay behind. For some years ago started our own production of salt mineral lick blocks and feed additives. However it's easier to work in the Czech Republic, as demand in Europe is higher, because the European deer breeders already know, that mineral supplementation is necessary for optimal growth and production. Mineral feed results in healthy animals: bigger bodies, bigger and heavier antlers and greater cortical thickness. Only well-bred young animals will give benefits for breeders in adulthood.

We developed automatic feeding system (Automatic Game Feeder makes it easy and simple to feed animals throughout the day without being there and solves question of the balanced feeding of animals with granules or grinding grain adding necessary macro- and microelements.). We also developed Animal Feed Additive Production Facilities, where granulated balanced feeds for wild game animals can be produced by hunting farm.

We have organized mobile laboratory, where we can make tests of soil, water, plants and forage, using spectrophotometric techniques, which guarantee high quality work by arrangement of mineral nutrition in the hunting grounds and fenced areas. Besides, during examination of animals veterinarians can carry out at the same time clinical biochemical blood tests, as well as urine test and stool test. That way we can minimize expenses and improve quality and reliability of the diagnosis.



# АССОЦИАЦИЯ ОЛЕНЕВОДОВ

## DEER BREEDERS ASSOCIATION

143912, Россия, Московская обл., г. Балашиха, кв-л Щитниково, д. 73 Г  
143912, Russia, Moscow region, Balashikha, quarter Shchitnikovo, 73 G

Тел./Ph. +7 (495) 971-45-55 Моб. тел./Cell ph.- +7 (926) 211-85-21  
<http://www.dba.org.ru> E-mail: [admin@dba.org.ru](mailto:admin@dba.org.ru)

Diana's hunting club has opened a Center for the health problems of wild game animals. Veterinary staff of the center is quite experienced. We possess knowledge and necessary equipment. We can survey the territory of hunting grounds, give an expert assessment of the possibility of keeping wild animals in your land, can take part in formation of herd, choosing the best breeding stock, organize transportation of animals and veterinary support. That way we can make introduction of animals more humane and minimize health problems.

If at the same time necessary handling systems will be set-up according to our project: handling yard where animals can be restrained and sorted; deer crush - so that an individual animal can be held without sedation; quarantine pen, where injured animals as well as animals, which are to be sold, can be isolated and treated, it'll make easy your work and allow to carry out complex veterinary examination, incl. clinical tests and diagnostics such as ultrasonography, electrocardiography etc. This is a way to success.

This year we have created "Deer Breeders Association", which will be a platform for exchange of experience between Russian deer breeders as well as their foreign colleagues. We hope, that joining FEDFA, cooperation with the best deer breeders in the world will help Russian breeders to find new opportunities and to use best empirically verified technologies, which will allow to improve genetic quality of deer herd and to increase livestock productivity. And on the other hand it will open to Europe new possibilities of breeding stock sale to establish in Russia deer breeding industry for trophy and venison production.

Breeding of wild game animals in open areas as well as behind fences for both purposes: trophy hunting and venison is the best way for use of natural resources. This resource is always renewable, if to use untreated farmlands of kolkhoz and slum villages in Central and Northern Russia, where it's not economically efficient to develop classical agriculture.

Traditions of deer breeding in Russia: it is reindeer breeding in the tundra for venison, maral deer breeding in Altai, generally for velvet and Sika deer breeding in the Far East, also generally for velvet.

Nowadays there are already some deer farms in our country, specialized in breeding of different species of deer, and they are successful enough. They don't confine themselves to breeding animals for hunting, but also are engaged in sale of breeding stock (sire stags and hinds) and venison produce. They even organize tours and ecotourism. By the way, many market participants mean that there'll be enough place for "beginners" for many years.

It is still unknown: how many deer farms are exactly in Russia, because fences are generally set up in hunting grounds, and this data is not collected in statistics. As for slaughter system: it's generally - shooting. Cutting of carcasses is controlled by the state. Each hunting farm must have slaughter facilities according to all veterinary and sanitary requirements.



# АССОЦИАЦИЯ ОЛЕНЕВОДОВ

## DEER BREEDERS ASSOCIATION

143912, Россия, Московская обл., г. Балашиха, кв-л Щитниково, д. 73 Г  
143912, Russia, Moscow region, Balashikha, quarter Shchitnikovo, 73 G

Тел./Ph. +7 (495) 971-45-55 Моб. тел./Cell ph.- +7 (926) 211-85-21  
<http://www.dba.org.ru> E-mail: [admin@dba.org.ru](mailto:admin@dba.org.ru)

To understand tricks of this business in our country, it is necessary to pay attention to our legislation, more precisely to the Deer Act, which specifies all species of deer as livestock. Now according to the new Classification of Economic Activities, Production and Services (published at the beginning of 2014) breeding of all species of deer behind fences in Russia is an animal husbandry. At the same time animals in hunting grounds are, of course, wild game animals.

All this predetermined the main direction of activity in the near future - development of deer breeding industry in Russia.

In general, speaking about deer breeding market, it is necessary to distinguish breeding for different purposes: production of breeding stock, production of trophies for hunting, production of venison and other on which directly depends market of finished product. Both directions: venison and venison products are not simply unrepresented in Russia, but are virgin pure. Breeding of sire stags is rather promising now only for those investors, who will get the best breeding stock and apply modern breeding strategies and techniques.

Demand for venison grows very quickly. To talk about growth rate it's too early now. But this situation can't take ages. First market should be filled by breeding stock, then by stags for hunting. Probably, in Russia it'll be in reversed order. Both directions should be considered parallel.

Annual consumption of venison in Russia is unknown. According to unverified data not less than 2000 tons are imported to Russia. The average price for venison in Russia is 700 – 1500 RUR / 14 – 30 EUR per kg. Venison market is unsaturated, even if we consider deliveries of local farms and import. If to compare with venison consumption in Germany, potential volume only of the Moscow market can be not less than 5000 tons. It's great opportunity for Europe, because Russian deer breeders will need breeding stock for many years.

In the last two years there is a growing interest in establishing of deer farms in Russia, and what pleased us most: it's provided by big business, possessing hunting grounds, instead of individual farmers. They have enough own financial resources. And the state should stimulate their activity in this direction. For information: for the first time in history white-tailed deer herd was imported to Russia from the USA this year. And we know about the other planned shipment, which should come at the end of this year.

Deer farming is rather profitable branch in the world. If to compare foreign economic indicators with Russian, profit margin abroad is higher because of lower expenses. If Russian farmers will pay attention to cost reduction, profit margin will strongly grow because of higher sales prices.

Russia alongside huge European market, which can deliver breeding stock, theoretically could in the future compete with venison from New Zealand. However Russia is a huge country with large population, and local market won't be filled for a long time, even if conditions of deer breeding for venison in Russia could be competitive on ecological indicators. In Russia there are conditions for breeding of a lot of deer. In short, investors can be sure, that the future of deer breeding industry in Russia is guaranteed.