Development prospects of the Krasnoyarsk region agroindustrial complex in the export conditions

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Abstract. It is not currently possible to address matters of economic life in isolation from the issues of globalization and international economic integration. These processes do not just direct, they determine the vector and intensity of the national economy development, act as its accelerator. In this context, effective foreign economic activity is becoming one of the most priority factors in the growth of the Russian economy, and the country's involvement in the integration processes and economic relations is determined at a deeper level - the level of direct participation of the country's regions in foreign economic activity.

1. Introduction
The distribution of export-import relations in the regions has a significant impact on the foreign trade activity of the country as a whole, so the problem of foreign economic activity in the Krasnoyarsk region as a region that occupies a leading position in export-import in Siberia, is updated. In order to achieve sustainable economic growth in Russia and stable economic development in the Russian regions, it is very important to solve the problem of effective interaction with the outside world.

2. Factors of choice of new technology
The region accounts for more than 30% of the foreign trade turnover of the Siberian Federal Region (SFR), which provides the leadership in the ranking of regions: the Krasnoyarsk region in Siberia occupies a leading position in absolute terms of both exports and imports. It also ranks the first place in terms of per capita exports of goods and is among the top five SFR regions in terms of imports. The per capita export figures in the Krasnoyarsk region are almost twice as high as the national average [4].

There are few exporters in the Russian economy. The existing ones are too big, and the emergence of new players makes too little contribution to the growth of Russian exports. This clearly indicates that it is much more difficult to become an exporter in our country than in other countries of the world. In other words, it is less profitable for the Russian companies to work for export than their foreign colleagues. In addition, there are a huge number of barriers faced by exporting companies.

Russia is one of the largest countries in the world, according to Rosstat, 13% of the territory is agricultural land. Approximately, the area of agricultural land is 220 million hectares. The agro-industrial complex (AIC) of the Krasnoyarsk region is an important component of the regional economic complex. 23.0% of the total region population lives in rural areas, about 110.7 thousand people (or 7.78% of the total region population) is employed. According to the Ministry, $6.86 billion was accounted from total volume for exports. At the end of last year, the Krasnoyarsk region exported goods
worth $6.05 billion. The region is among the country's leaders in the export of grain and supplies products in 33 regions. In addition, regional wheat, oats, rapeseed and bran are in demand in Mongolia and China. There have been minor changes in the top countries of the region's export partners. Still, the Netherlands are in the first place ($2.15 billion), although their separation from China ($1.38 billion) slightly decreased. Behind them there is Germany ($843 million) and Switzerland ($823.8 million) [3]. Sales markets of products from Krasnoyarsk region for 2013-18 are presented in table 1.

Table 1. Sales markets of products from Krasnoyarsk region for 2013-18 according to REC (Russian Export Center).

| №  | Country      | February-August 2018 | Share |
|----|--------------|----------------------|-------|
| 1  | the Netherlands | $ 1.25 bn          | 31%   |
| 2  | China        | $863 million         | 21,4% |
| 3  | Germany      | $555 million         | 13,8% |
| 4  | Switzerland  | $439 million         | 10,9% |
| 5  | England      | $173 million         | 4,3%  |
| 6  | South Korea  | $109 million         | 2,7%  |
| 7  | the USA      | $71,8 million        | 1,8%  |
| 8  | Kazakhstan   | 67,7$ million        | 1,7%  |
| 9  | Turkey       | 64,7$ million        | 1,6%  |
| 10 | Poland       | 47$ million          | 1,2%  |
| 11 | Japan        | 37,2$ million        | 0,9%  |
| 12 | Egypt        | 34,5$ million        | 0,9%  |
| 13 | Mongolia     | 25,7$ million        | 0,6%  |
| 14 | Belgium      | 24,7$ million        | 0,6%  |
| 15 | Thailand     | 23,9$ million        | 0,6%  |

Figure 1. Structure of crop area.
The Krasnoyarsk region uses modern high-quality varieties of grain, new technologies in agricultural technology. From year to year the region shows the best indicators of grain yield in the Siberian Federal Region. This would be impossible without a close connection with science, namely with the Siberian Research Institute of crop production and selection. Thanks to the highest culture of agriculture, including the using new varieties, elite seeds; grain of the Krasnoyarsk region has the best quality in the SFR. Further, for the region it is planned to create new varieties of spring wheat and barley, adapted to the conditions of Siberia. It is not by chance that the Krasnoyarsk region became the only region in Siberia that reached an agreement on the grain sale to China in 2017. According to the results of 2017 in agriculture of the Krasnoyarsk region there was a positive dynamic. Thus, last year the volume of agricultural production in the region amounted to almost 89 billion rubles (in 2016 – 79 billion rubles). The region is fully provided with grains and potatoes from its own resources [2].

In addition, last year there was an increase in milk production in the Krasnoyarsk region by almost 1%, which eventually amounted to 730.2 thousand tons, and egg production increased by 4.1% to 823 million units. In General, in 2017, the volume of food production amounted to 40.4 billion rubles. This is almost 3 billion less than in 2016. Production decreased due to meat and subproducts – by 34%, dairy products – by 22%, fish – by 15.6%. The region has the potential to increase exports of agricultural products to the countries of Central and South-East Asia on a number of factors: the availability of unused agricultural land, water resources, the growth of state support for agricultural enterprises, the growth of demand for food in foreign markets. Of the region there is the export of such agricultural commodities and food products like: wheat, canola, oats, eggs, chicken etc. The importance of increasing the export of agricultural products as a factor in the development of agroindustrial complex in the region requires the risk management to the economic safety of exports. At the same time, despite the leading positions of the Krasnoyarsk region in agriculture among other regions of the SFR, a more serious increase in production is necessary, which is possible only with the help of modernization of livestock complexes.

Figure 2. Results in crop production in 2018.
It can be stated that the Krasnoyarsk region has a significant potential for the development of agricultural activities, which is due to the following advantages of the region:

- large land resource, including both cropland and grassland;
- unique soils;
- existence of large rivers;
- historical culture of agriculture.

3. Indicator-based methodology
Now, we can highlight the main development problems of agroindustrial complex in the Krasnoyarsk region:

- technical and technological backwardness of agriculture in Russia from the developed world countries due to the income lack of agricultural producers for modernization, as well as the engineering stagnation for agriculture and food industry;
- limited access of agricultural producers to the market in imperfection conditions of its infrastructure and increasing monopolization of trade networks;
- the slow speed of social development of rural areas, which determines the deterioration of the socio-demographic situation, the outflow of the working population, especially young people, as well as the reduction of the rural structure;
- consequences related to natural and climatic conditions and geographical location of the region;
- financial problem due to the price decline of crop production because of rising energy prices;
- unbalanced feeding and not observance technology in the maintenance of large horned cattle;
- lack of stable markets for agricultural food products.

3.1 The main problems encountered in the development and trade process in Russia and abroad
First of all, it concerns the logistical difficulties associated with rail transportation. The practical result of the discussion was an agreement between the center of corporate transport service - Russian Railways, the regional Ministry of agriculture and trade and regional entrepreneurs. Forming partnerships with key companies in the region is a necessary element of the growth strategy and competitive advantages [5].

Negative factors are: a large differentiation of the region territories in the degree of transport services and poor development of the intraregional road network, especially in the northern regions, which prevents the development of natural resources.

4. Results
One of the most serious problems requiring urgent resolution is the lack of state lobbying of exporters’ interests in promoting their products to foreign markets. At the moment, it became obvious that without the active state participation and consistent policy in this area, the majority of Russian exporters cannot successfully promote their products in foreign markets. In this regard, it is necessary to develop the principles of political and diplomatic support of trade and economic projects and transactions of Russian companies abroad, taking into account regional and country specifics, with the definition of a clear actions algorithm of the federal executive authorities, the system of interdepartmental coordination and distribution of responsibility.

The Ministry of economic development in the Russian Federation together with the interested federal executive authorities decided to prepare and submit to the government of the Russian Federation in accordance with the established procedure an action plan aimed at solving the following tasks:

1. In terms of tax regulation:
• VAT refund for the same tax period;
• Application of the VAT rate of 0% for the export of processed products produced in the processing condition in the customs territory.

2. In terms of customs regulation:

• Simplification and acceleration of customs procedures for the export of goods, including the establishment of customs duties in a fixed amount.

3. Reduction of administrative barriers

• Improvement of the export control procedure, including a single examination of the goods, reduction of the examination terms, improvement of the description and identification of goods falling under the scope of export control, the development of internal audit without compromising the effectiveness of export control.

5. Conclusion
Globally, the system of state measures on export support is directed to the achievement of two main interrelated tasks - diversification of the export structure and expanding sales markets of the Russian industrial products in the conditions of constantly growing competition on the foreign market. Only on the basis of improving the regulatory tools used at each stage of the exports organization, it is possible to increase the efficiency of exporters, the optimal using the production potential of the agroindustrial complex in the Krasnoyarsk territory.

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