

REDUCING THE COST OF PRODUCTS IN AGROCLUSTERS IN THE DIGITAL ECONOMY

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Abstract. *It is very important the composition of expenses in farms in the conditions of the digital economy, their categorization; justifying the importance and necessity of optimizing production costs for farms; development of the methodology of scientific study of its current problems; analysis of production costs in clusters and evaluation of the level of optimization of its planning; to develop ways to optimize the average production costs based on the effective use of the main factors and provide scientific justification.*

Key words: *Uzbekistan, agroclusters, farm, production costs, prospective development of farms, efficiency indicators.*

As a result of reforms carried out in the agrarian sector of the economy of the Republic of Uzbekistan, farms and agroclusters have become the main subject of agricultural production. In the conditions of the digital economy, the correct organization of the effective use of production costs in increasing the economic efficiency of production in the agro-industrial complex is one of the urgent problems of today. This is primarily due to the fact that the prices of agricultural products are growing slowly compared to production costs, and the widespread use of manual labor leads to a slow increase in productivity. Taking into account these circumstances, reducing the cost of agricultural products in the conditions of the digital economy based on the organization of effective use of production costs in agroclusters today is considered one of the urgent scientific research problems.

Agrocluster is an entity that embodies the relations of the state, scientific research, processing and business entities of agriculture in accordance with the principles of the mutual market. Agroclusters are based on three characteristics:

- regional specialization and localization of agricultural production;
- interactions between business entities of the network;
- the formation of technological interactions between various industries that produce finished products from agricultural products.

Agrocluster is organized on the basis of mutual cooperation or individual initiative of producers of agricultural goods (district farmers' council and farmers), processing enterprises. One of the important aspects of its organization is the high level of trust of its participants in each other through the implementation of collaborative

projects that include the production, processing, sale, and research processes of joint agricultural products.

The basis for assessing the level of economic development is the average production costs per 1 hectare of cultivated land, gross output and profit during the analysis period. Prospective development of farms means first of all achieving a stable growth of the gross product without changing the cultivated area. In this case, it is necessary to ensure a steady increase in the amount of profit, that is, economic efficiency, due to a significant increase in gross output compared to production costs. At the next stage of economic development, it is planned to expand the cultivated area of farms. Increasing additional working capital, satisfying the need for agricultural machinery at the expense of domestic capabilities, and increasing labor productivity also ensure development. In addition, we can understand how to increase the production volume of the farm, expand additional fields of activity, for example, by adding vegetables, animal husbandry, poultry, etc. It is necessary to evaluate the efficiency indicators even in the case of taking into account these factors.

According to the analysis of foreign experiences, the need to develop agroclusters in Korea is determined mainly by the following factors, and they can be taken into account in the conditions of Uzbekistan. Including:

- - practical assistance and support of the state to agriculture and leadership in the implementation of reforms;
- - using historical and national traditions, preserving them, forming new directions based on their modernization, for example, agrotourism, hotel service;
- - territorial specialization, increasing the competitiveness of agricultural products and ensuring the stability of development;
- - the mechanism for ensuring the mutual proportionality of the joint activity of the state - university - scientific research - farmer - processing - business;
- - the status of scientists and the effectiveness of research results and the high status of their support at the level of state policy;
- - priority is given to the organization of production based on high innovation and the formation of an effective mechanism for its support by the state;
- - development of the marketing system, high attitude to human capital and giving priority to its development in the countryside. According to the scale of capital concentration, production capacity, production diversification opportunities, such structures gain strong stability in the fluctuations of market conditions, they are able to effectively distribute investment resources, concentrate them in the most profitable directions.

The relevant departments of the Ministry of Agriculture, the Council of Farmers and other interested organizations should provide practical support for the

sale of products produced by agricultural enterprises. At the same time, it is necessary to pay special attention to the organization of marketing departments that study the market and develop trade activities in agricultural enterprises and to their effective operation.

In order to ensure the effective development of production in agricultural enterprises, they spend a certain part of their products on seeds, seedlings, fodder, feed for the purpose of reproduction, and for the purpose of social protection of their workers from wages. transfers to a common meal. All this is currently reflected in the cost of the product. Currently, farms donate part of their products to economically disadvantaged families, elderly people and orphanages for the purpose of social protection of the population. As you know, these processes do not bring any income to farms.

Value indicators play an incomparably greater role in determining economic efficiency. Value indicators include economic categories such as gross output, price, cost, production costs, profit, and indicators of their per unit of land and employees.

Among the indicators of economic efficiency, the level of profitability occupies a special place. It is determined by comparing income and expenses, and reflects the profit obtained at the expense of one soum. Profitability is the final main economic indicator of efficiency. It is widely used to determine the economic efficiency of the farm over the years and to compare it with other economic entities. Profitability is considered a simple and convenient economic indicator in terms of use and application, and it is widely used in scientific research and practice. We also widely used the level of profitability in determining the economic efficiency of production on the farm.

Material and technical resources, land, water and labor resources are used to grow any agricultural product.

The analysis of economic efficiency indicators begins with determining the cost, which is a monetary expression of all the costs of the farm for production and sale. The role and importance of the cost in determining the economic efficiency of the farm is very great. A decrease in the price of the product leads to an increase in profits and an increase in profitability, which is the main indicator of economic efficiency. Therefore, the cost of production is one of the most important economic categories, which reflects the positive or negative aspects of the production and financial activity of the farm.

One of the main factors for determining economic efficiency in the economy is production costs. The lower the production costs per product unit, the higher the efficiency. The use of new effective technologies in reducing production costs also gives its appropriate effect.

The economic indicators of the production of primary agricultural products and some of them are analyzed above by means of variable and fixed costs in the farm. In particular, a sharp increase in soil fertility based on the improvement of the melorative

condition of the land is considered a very urgent issue today. This, in turn, creates opportunities to dramatically increase the economic efficiency of farms on the basis of increasing the yield of agricultural crops, reducing the cost of products and improving their quality.

Scientific and practical recommendations prepared with the results of research, including theoretical approaches developed in connection with activities related to increasing the economic efficiency of average production costs in the processing of fruits and vegetables in agroclusters in our republic, principles of implementation and methods of evaluating factors affecting it if it serves the enrichment of knowledge and skills for the development of this field, it can serve as a basis for the development of regional and district programs in these directions, and for determining the system of practical measures.

The obtained scientific results allow to find a solution to the problems of optimizing the costs of production and sale of agricultural products in the cluster of fruit and vegetable processing in the conditions of the digital economy. The developed proposals can be used as a guide to study the problems of optimization of production costs. Also, based on local conditions, it allows to plan production costs in terms of increasing economic efficiency in the fruit and vegetable processing cluster.

Today, the large-scale implementation of production modernization, technical and technological re-equipment measures in almost all branches and sectors of the economy of our republic expands the possibilities of production of competitive products. However, a serious problem in this regard is that the cost of some products, including agricultural products, remains at a high level, which has a negative impact on their competitiveness.

In recent years, the material and technical base of agriculture is not up to the level of demand, it is necessary to further improve the material interests of product manufacturers and measures of state support of the industry in accordance with the market requirements, and the use of new techniques and technologies in the production of the industry. Inadequate promotion of production, imperfect economic relations between producers and processors and traders, and other similar issues have a negative impact on the sustainable development of the industry.

In order to achieve effective results in the fruit growing of the farm, first of all, it is important that the variable and fixed costs of fruit production are spent appropriately and effectively.

Measures are taken to increase the financial interest and responsibility of farm employees in the structure of variable cost wages. However, their main financial results do not meet the requirements of the laws, mechanisms and categories of the market economy. It is necessary to deepen the reform of the market economy in the sector in order to sharply reduce the existing shortcomings. First of all, it is necessary to achieve

the establishment of sale prices on the basis of a free contract, guaranteed payment of growers based on the results of their work.

It is important from the point of view of economic efficiency to find opportunities to reduce the cost of products for every economic entity, including a farm. Because the lower the cost of the product, the more profit the company receives. It depends on the effective ratio of variable and fixed costs.

Ways to reduce the cost of the product are as follows:

- reduction of labor costs in the production of agricultural products;
- introduction of high-performance, reliable and cheap means of production;
- rational and effective use of land, fixed and circulating funds;
- reducing the material capacity of production and achieving savings;
- increasing the daily and annual productivity of machines and equipment;
- extensive use of resource-saving and waste-free technologies;
- use of advanced forms of production and labor organization;
- increase labor productivity;
- increasing the productivity of agricultural crops;
- to increase the quality of products and to avoid spoilage and losses;
- use of the best crop varieties.

In order to organize expanded reproduction in farms, which are considered the main form of economic management in the implementation of economic modernization measures in our country, it is necessary that the level of profitability, which is considered as the final indicator of economic efficiency, is at least 35-40 percent. From this point of view, it is necessary to implement measures related to not only bringing the economic efficiency of the farm to the optimal level, but also raising it to even higher levels in the conditions of the digital economy.

However, the achieved efficiency indicators based on the above-mentioned economic indicators are still not at the required level. Therefore, we believe that it is necessary to develop measures to bring efficiency to the optimal level.

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