

PANEL 3 : COMMON ORGANISATION OF THE MARKETS

CHALLENGES AND PROSPECTS FOR THE ORGANIC SECTOR

EUROPEAN PARLIAMENT
COMAGRI COMMITTEE
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INTERBIO: an interbranch organisation

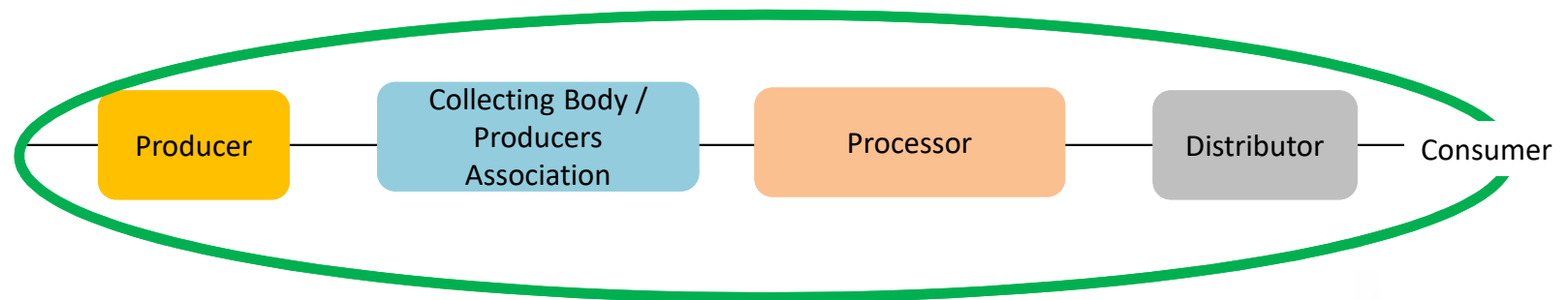
▶ Objectives

- Organic-based economy in the territories
- Our orientation: the quality of relations from upstream to downstream paves the way for the future of the organic sector
- Organic agricultural professionals of the Nouvelle Aquitaine Region have created an interbranch organisation in order to divide equally the governance between farmers, cooperatives, processors and organic retailers

▶ Nouvelle-Aquitaine Region: Size of Austria (6500 organic producers, 1000 companies, €1,3 billion revenues), INTERBIO: budget €1 million, 12 employees

▶ Role: regional observatory for organic agriculture, sector-structuring and promotion

▶ Interbranch committees by production sectors:



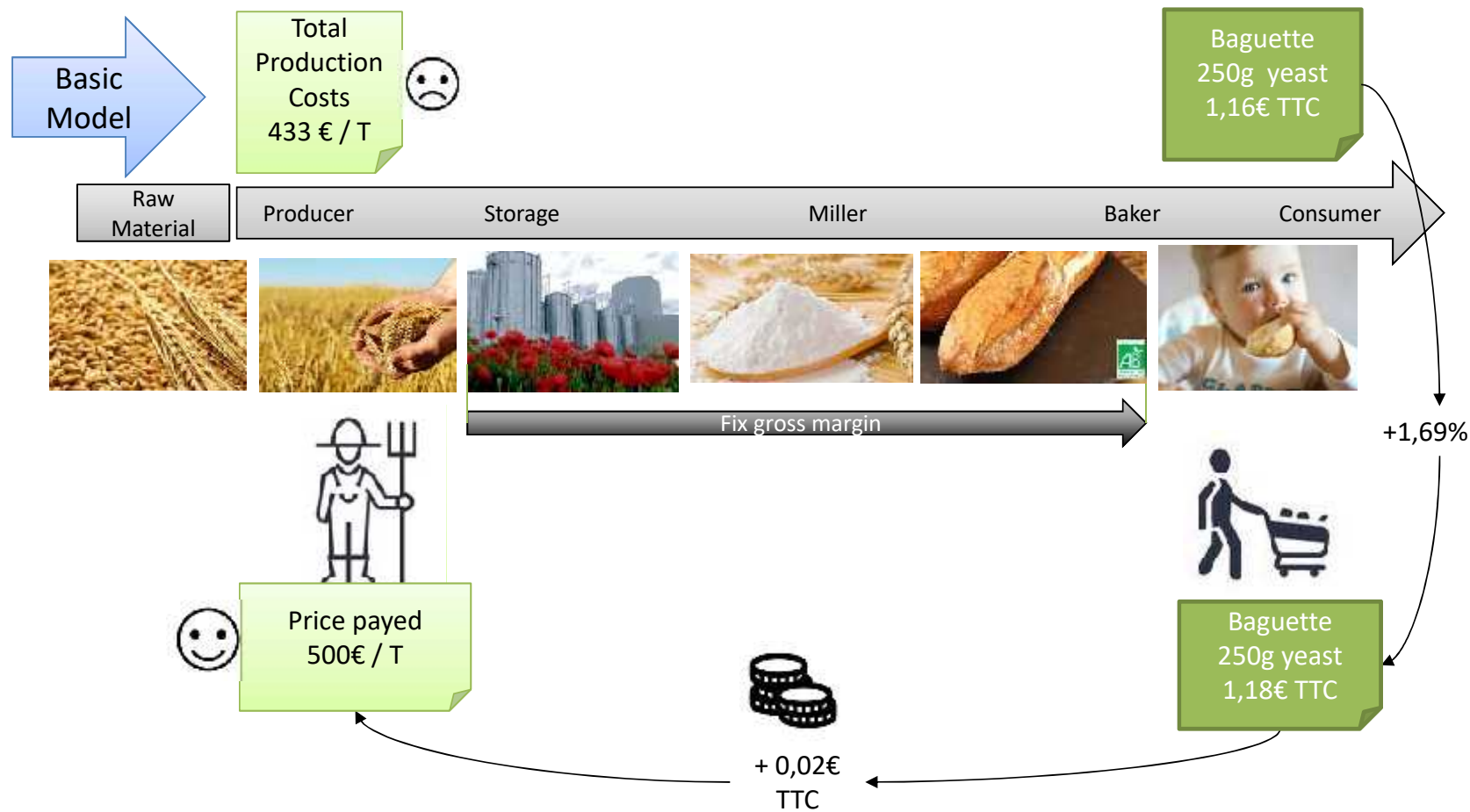
Study carried out by operators of the organic sector



Objectives of the organic economy : analysis of the value chain

- ▶ Analyse the construction of the value chain (for raw materials and finished goods)
- ▶ Follow the chains and particularities of each operator in the formation of prices and margins, considering raw material yields at each stage
- ▶ Improve transparency in pricing
- ▶ Build a reusable tool that adapts to each operator and production
- ▶ Measure the impact of fair remuneration of producer, assessed with precise prerequisites, based on the price paid by the consumer
- ▶ Ensure the efficiency of public aids for conversion and maintenance: continuity of the sector
- ▶ Two working methods according to the characteristics of each sector in agreement with the work methodology of each representative of the value chain:
 - ▶ Methodology « Enquêtes » (Surveys)
 - ▶ Methodology « Groupes de travail » (Working Groups)

Economic thresholds from wheat to bread : for a fair remuneration of the producer





Propositions of evolution in the structuring of sectors

- Evolution of contract law to open up the capacity of building prices
- The legislator must integrate the distributor in the sector and make him accountable of the fair trade process (“community food” spirit)
- Dispel the spectre of agreement on prices, include organic farming in the CMO
- Marketing of official quality product has to be submitted to a commercial obligation framework: reciprocal commitment from upstream to downstream for the sustainable economy of the organic sector
- Improve production data and organic volumes at European level (market observatory for prices and margins): transparency of markets
- Support the work on reference production/processing/wholesaling costs and margins
- Working methodology allowing to commercially reduce food waste with contracted volumes. Imply all the sector chain in the contract to empower on food waste.
- Support organic interprofessional organizations



THANK YOU ALL

Merci à toutes et à tous