



Cogeca

The voice of agri-cooperatives in the European Union

Prodromos Kalaitzis,

Senior Policy Advisor on co-operative affairs and internal market.

ICAO-NCC, Krakow, 24.03.2009

Cogeca- a short overview

- Profile and structure
- Market and cooperative trends
- Policy orientation
- Policy priorities
 - Events/debates
 - Actions/Lobbying activities
 - Inter-sectoral collaborations

Cogeca – Profile and structure

Cogeca

Representing more than 40 000 agricultural cooperatives

Copa

Representing 15 million people working on EU farm holdings either full-time or part-time

Copa-cogeca

Representing 50 years of experience across 27 Member States in 76 full member organisations, in 6 languages and a team of approximately 50 strong

Tasks:

- To defend the general interests of agriculture, farmers and agri-cooperatives
- To maintain and develop relations with EU-institutions as well as with representatives organisations at EU level
- To look for solutions that are in the common interest

Challenges and opportunities

Global Agri-food market developments

Demand trends

- (Despite the current crisis) Increasing global population and consumer purchasing power
- Increasing global demand for food and changing consumption patterns (increasing demand for convenience, out of home consumption),
- Increasing demand for agricultural products for non-food uses (e.g. bio-fuels, fiber)

Supply trends

- Intense price fluctuations, speculative transactions, uncertainty,
- Sustained high input prices (fuel, energy, transportation, fertilisers),
- Long-term social trends such as urbanisation,
- Management of natural resources (air, water, soil), due to climate change pressures.

Agribusiness

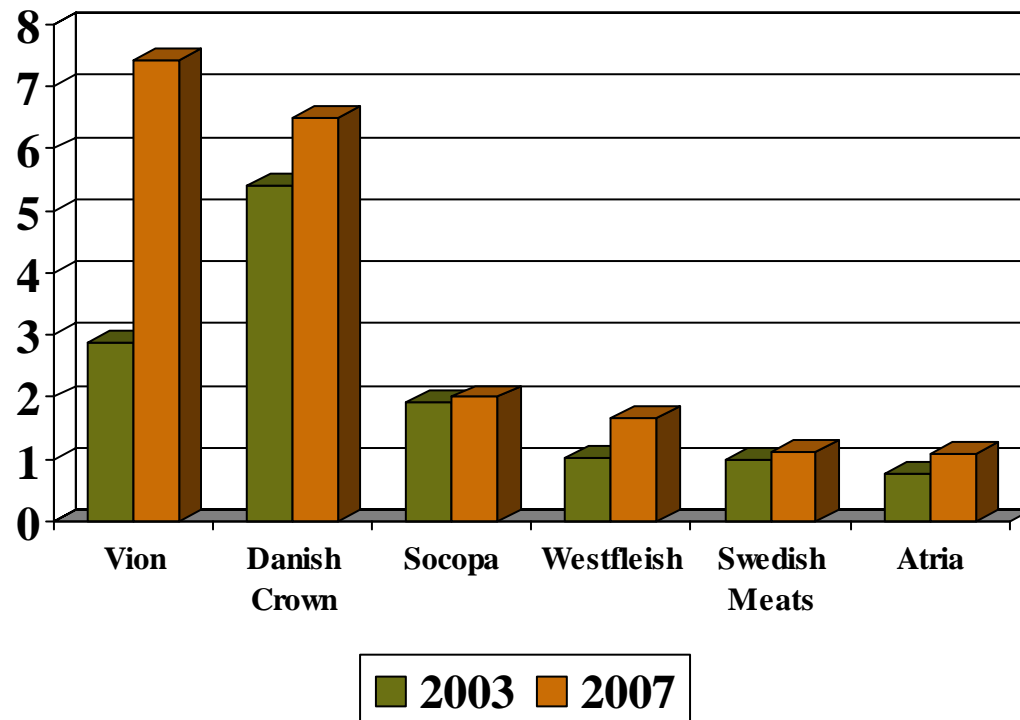
- Consolidation, vertical integration,
- Net-chains

Operation of the Food chain

- Retail concentration and chain dominance, exerting market power to farmers and cooperatives.

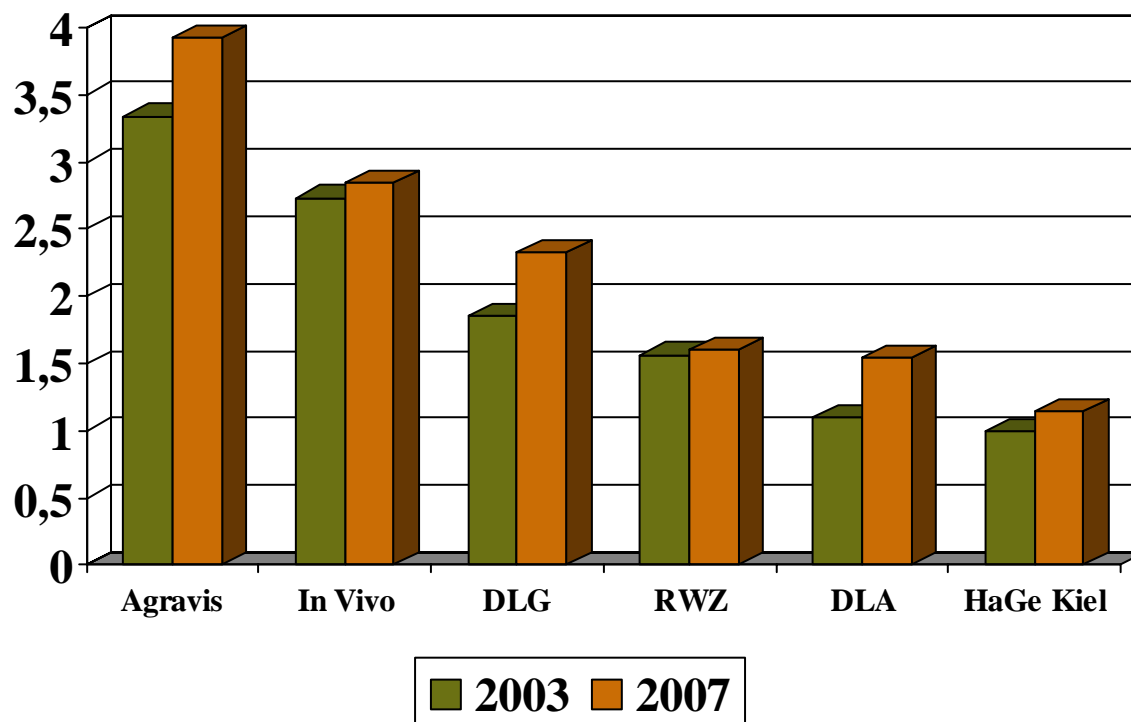
Main trends in the agri-cooperative sector

European Co-operatives of the Meat sector



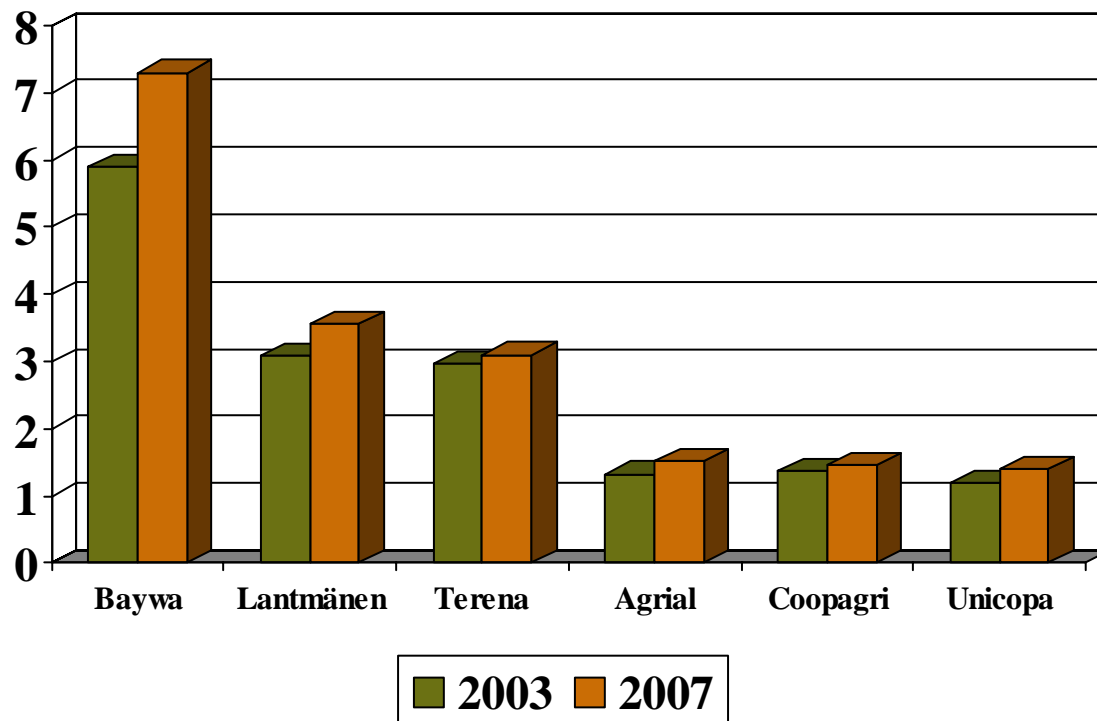
Main trends in the agri-cooperative sector

European Input-Supply Cooperatives



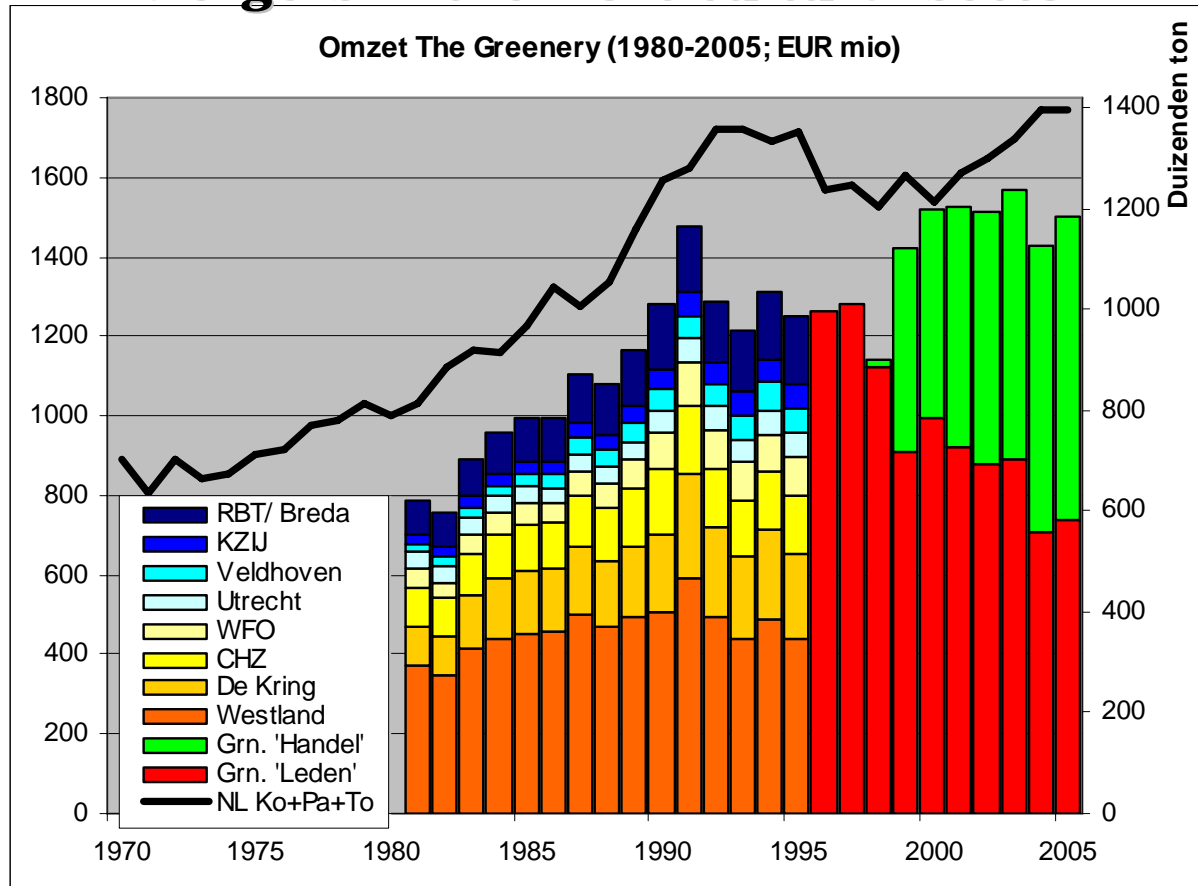
Main trends in the cooperative Agricultural sector

European Multi-purpose Cooperatives



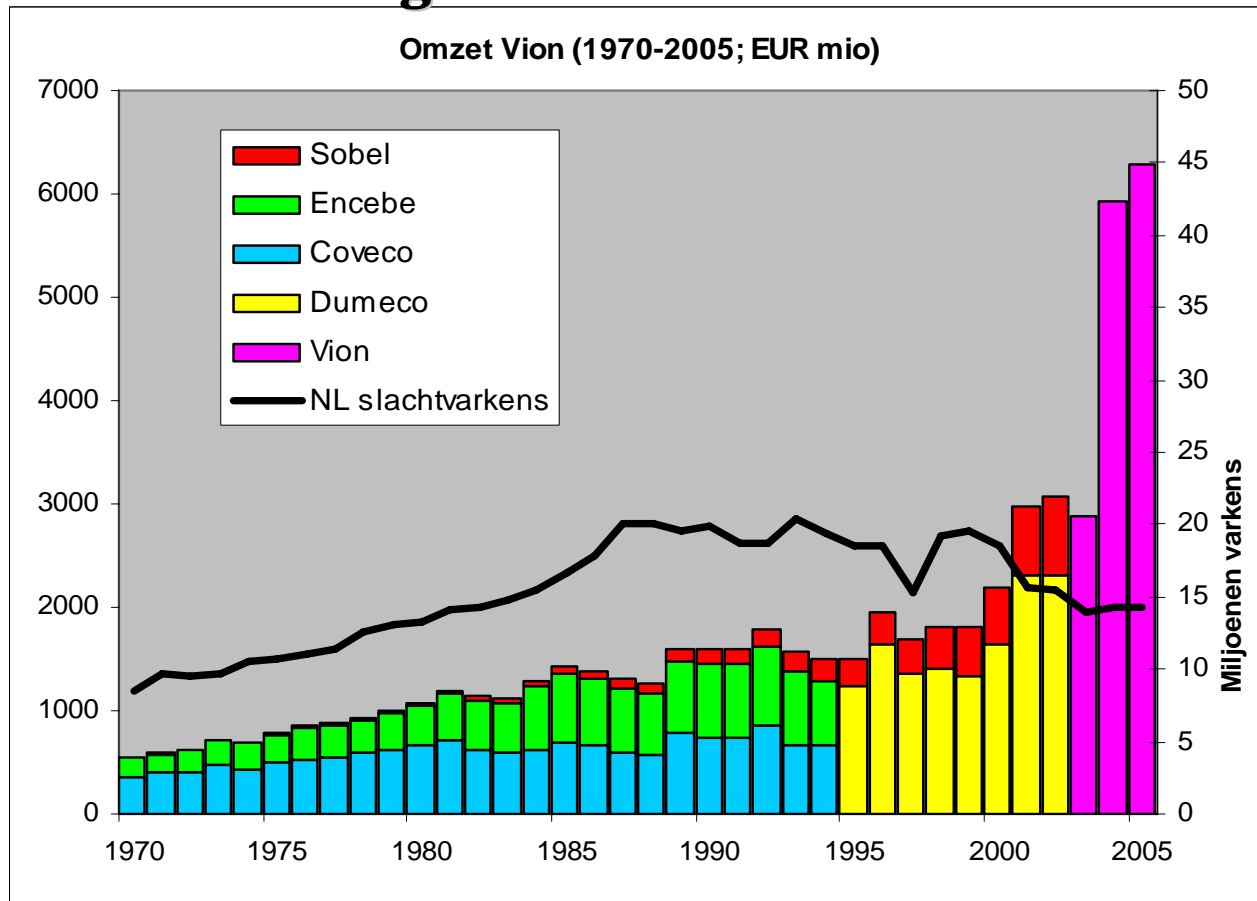
Main trends in the cooperative Agricultural sector

Mergers in the Horticultural sector



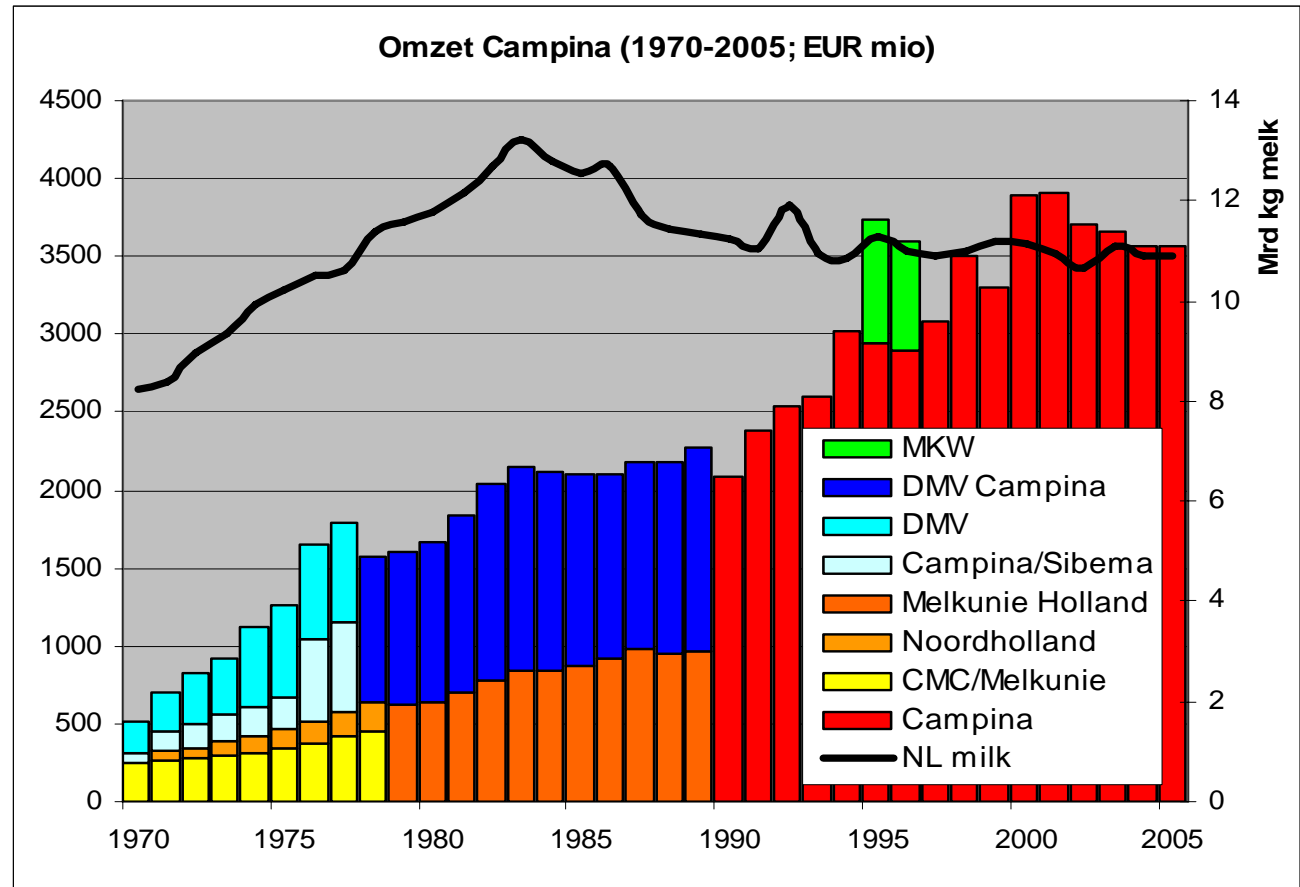
Main trends in the cooperative Agricultural sector

Mergers in the Meat sector



Main trends in the cooperative Agricultural sector

Mergers in the Dairy sector



The reasoning of alternative types of Co-operative enterprises

Unlike IoFs (Investor Owned Firms) which have the single objective to maximise profits for their owners,

co-operatives have the very distinctive and decisive **”user owned”** characteristic

Therefore Cogeca addresses all the related aspects of cooperative **governance** and business **strategies**.

Main Political Objectives of COGECA derived from its' 2008-2009 Working Program I

Positioning as a European platform for Co-operative debates and business forum for co-operative leaders

EU - US co-operative business forum (02 October 2008) with participation of top co-operative leaders (presidents, or members of the board of directors) and executives (CEOs).

Sector business forums with Co-operative executives (CEOs CFOs CSOs) and leaders from EU countries

- Meat sector
- Fruit and Vegetables (11 February 2009)
- Input Supplies (11 September 2009)

Main Political Objectives of COGECA derived from its' 2008-2009 Working Program II

Strategic Co-operative development and EU competition and State Aid policies.

COGECA closely monitors the activities of the European Commission regarding State Aid legislation.

In the context of the current cases affecting co-operatives in Spain Italy, and France, Cogeca undertakes intensive lobbying activities to support its members.

Main Political Objectives of COGECA derived from its' 2008-2009 Working Program III

Accounting Standards

- COGECA continues to follow the International Accountancy and Standards Board (IASB) activities, as regards the “possible recognition and measurement modifications of accounting standards for SMEs”.
- Our attention is focused especially on the issue of “equity/liability distinction” raised in the IASB/FASB framework.
- Collaboration with NCFC at a level of technical experts.

Main Political Objectives of COGECA derived from its' 2008-2009 Working Program IV

Financial ratings and access to financing

COGECA, in close cooperation with EACB organised a workshop on “Access to financing” (12 March 2009)

Main Political Objectives of COGECA derived from its' 2008-2009 Working Program

V

Co-operation with Accession Countries and Third Countries

Requests from agricultural and co-operative organisations from accession countries for cooperation for organisational development have been made to COGECA.

COGECA will organise a workshop in Ljubljana 5 June 2009 on EU enlargement in Western Balkans.

COGECA has signed a **MoU (Memorandum of Understanding)** agreement with the **NACU** organisation in **Ukraine** to provide technical support for the institutional development of their co-operative sector

Main Political Objectives of COGECA derived from its' 2008-2009 Working Program VI

Celebration of the 50th anniversary of COGECA (2009)

With the 50th anniversary of COGECA approaching the Presidency is preparing to present the European Award for Cooperative Innovation EACI (Brussels, 24 June 2009). 2009 the year of creativity and innovation.

Challenges and opportunities II

Need for effective Policy

COGECA supports European co-operatives to develop effective policy instruments which will ensure:

- Adequate **opportunities** for European farmers and co-operatives to develop their market activities,
- **A levelled playing field** between co-operatives and other forms of enterprises,
- **Effective support measures** that allow cooperatives to improve their competitive position in the food chain, thus enabling farmers to invest in innovative products and services in response to consumer demand.

CONCLUSIONS

- Improve competitiveness in view of market liberalisation.
- Need to ensure the competitiveness of EU cooperatives whilst meeting consumer demands
- Need to give cooperatives tools to achieve the above

Thank you for your attention

Copa - Cogeca
61, rue de Trèves
1040 Bruxelles

prodromos.kalaitzis@copa-cogeca.eu

www.copa-cogeca.eu