



# **Producer Organisations in Turkey and Strengthening Farmer Organisations in The OIC Member Countries**

**Dr. Erhan EKMEN**

**Dr. Nezaket CÖMERT**

**Ministry of Food, Agriculture and Livestock**

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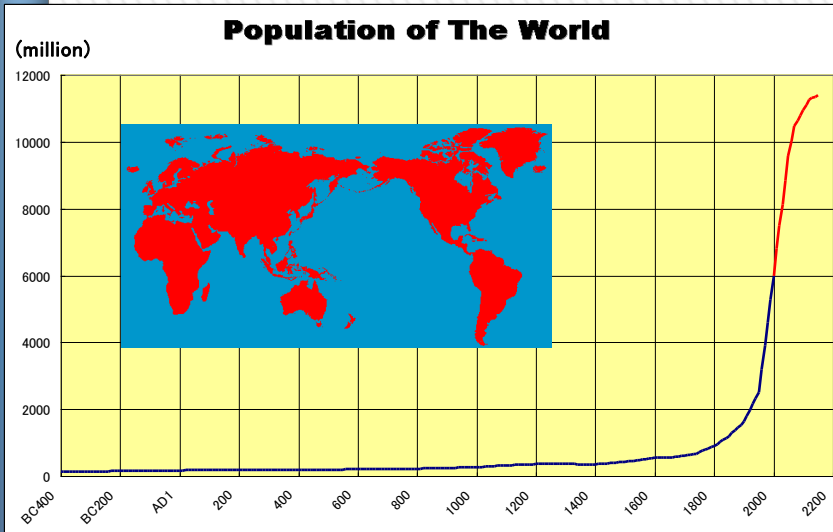
# Presentation Plan:

- **Importance of the Organization in the World**
- **EU Producer Organization and Harmonisation**
- **Structure of Organisations in Turkey**
- **Value Chain & Competitive Advantage**
- **Example of Best Practice**
- **Recomendations for Member of OIC**



# Future of The World

## Importance of Agriculture and Producer Organisations



- Population Growth
- Climate Change
- Reduction of land and water resources
- Greenhouse gas emissions
- Equilibrium distribution of wealth

- Reduction of agricultural productivity
- Global Crises





# Future of The World Importance of Agriculture And Smallscale Farmer's Organisations



## UN International Years

- 2003 International Potable Water Year
- 2004 International Rice Year
- 2005 International Micro Credit Year
- 2006 International Deserts and Desertification Year
- 2007 International Polar Year
- 2008 International Potato Year
- 2009 International Wool and Cotton Farming Year
- 2010 International Biodiversity Year
- 2011 International Forest Year
- 2012 International Cooperatives Year**
- 2013 International Water Cooperation Year
- 2014 International Family Farming Year**
- 2015 International Soil Year



Food and Agriculture Organization  
of the United Nations



Family Farming

feeding the world, caring for the earth

**Family Farming is Key  
to Alleviating Worldwide Hunger**



# Importance of Producer Organisations



**Agricultural cooperatives  
(and agri-food and food distribution  
cooperatives) play a major role in  
improving of food security  
and  
contributing to the eradication of hunger**



**Agricultural cooperatives are  
the key  
to feed the World and  
to ensure peace in the World.**



# Producer Organizations in EU

## Common Rules and Policies:

- **Common Agricultural Policy CAP**
- **Common Fishery Policy CFP**

## Common Market Organisation

## Producer Organisations

### Reform Process in the European Union:

EU Common Agricultural Policy and the Common Fisheries Policy were renewed on December 2013.

Responsibilities and tasks of the EU producer organizations were much more increased than before..

### CAP

20 Aralık 2013 (OJ)

1305 Rural Development

1306 Financing, management and  
monitoring of the CAP

1307 Direct payments

1308 1308 Common Market Organisation

### CFP

28 Aralık 2013 (OJ)

1379 Common Market Organisation

1380 Common Fishery Policy





# Producer Organizations in EU



**COPA**

**COGECA**

**ICACE**

COPA (Committee of Professional Agricultural Organisations)- COGECA (General Confederation of Agricultural Cooperatives)

**INTERBRANCH ORGANISATIONS**

**ASSOCIATIONS of PRODUCER ORGANISATIONS**  
(Common Market Organisations)

**RECOGNATION CRITERIAS**

**PRODUCER ORGANISATIONS**  
(Common Market Organisations)

**RECOGNATION CRITERIAS**

**PRODUCER GROUPS**  
(Common Market Organisations and Rural Development)

**RECOGNATION CRITERIAS**

**CURRENT FARMERS ORGANISATIONS (any legal entities)**

**Cooperatives**

Associations

Companies

Sendicates

Foundations

Branch Unions

Chambers

# Responsibilities of Producer Organizations in The European Union:



- The **keeping of farmers's records**
- The **keeping of records of** produced and marketed **products**
- **Planning of production** in the quality and amount demanded by the market
- **Preparation of the production and marketing plan**
- Establishment of **operating fund** for the plan
- Establish and operate the intervention system if its necessary for **price stability in the market** and the realization of the planned production
- **Marketing** (direct sales) must be made in the activities
- Development of products and ensure the **implementation of environmental protection techniques** for the evaluation of waste
- To encourage applications for **maintaining biodiversity**
- **Sharing** among members of the financial compensation and sector funds



# Harmonisation with EU



## Main Target:

Let's be a full member of the European Union or Let us not;

During the studies of EU adaptation:

To increase the competitiveness of our producers in the market and the value chain such as their counterparts in Europe



# Harmonisation with EU



No	Name of Project	Year	Budget
1	The Twinning Project “Institutional Capacity Building for Fishery Producer Organisations”.	2014-15	1.000.000 €
2	Capacity building for fishery producer organisations and provincial agricultural directorates in line with CMO of CFP	2015-16	1.500.000 €
3	Institutional Capacity Building for Fruit and Vegetables Producer Organizations	2016	1.000.000 €
4	Increasing capacity of producer organizations unions on using information technologies for collecting agricultural statistics by raising their awareness about statistics.	2016	2.000.000 €
5	Establishing Selection Criteria, ComitteeCommittee and database system for IPARD Measure Setting Up Producer Groups	2017	250.000 €



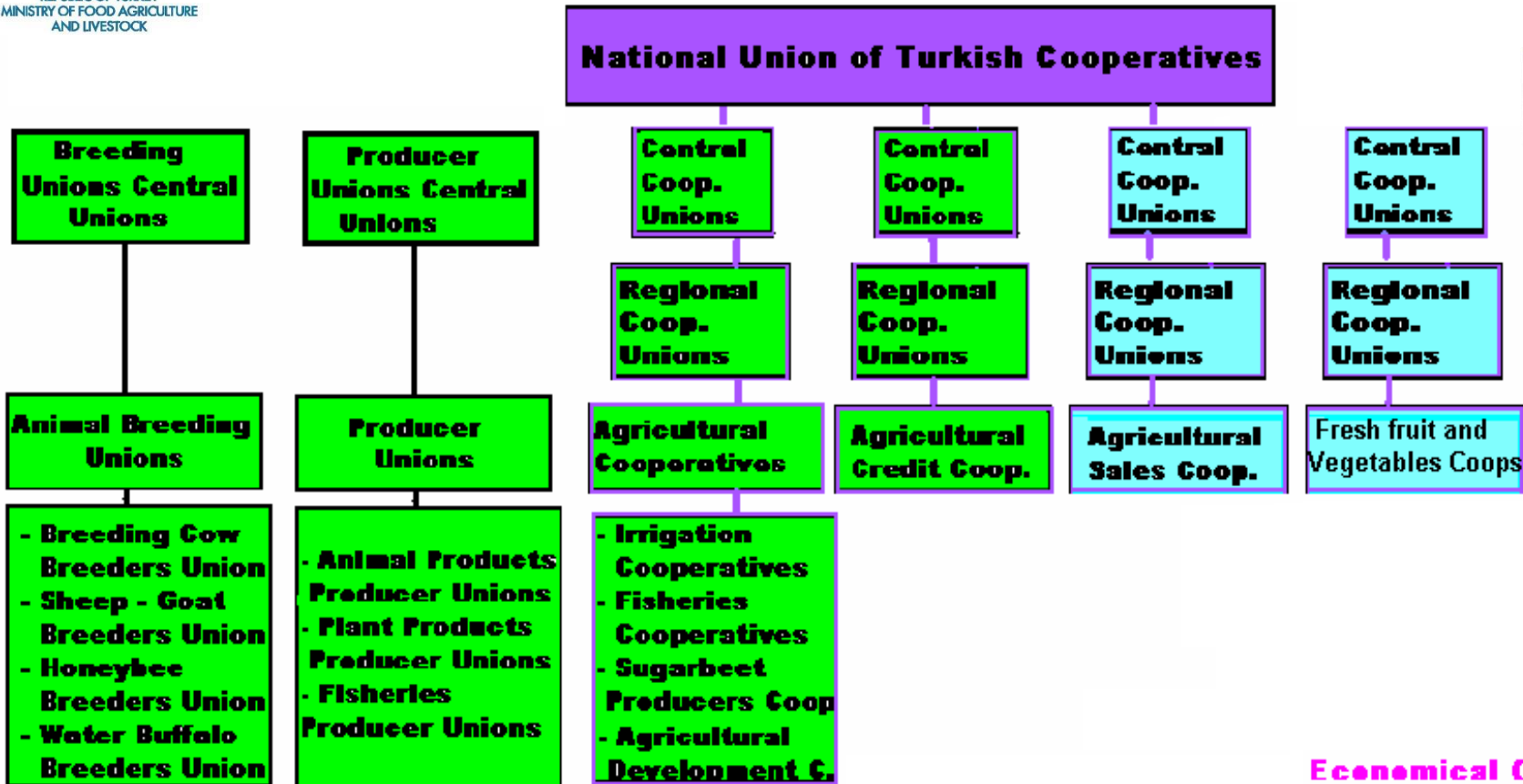
# Producer Organisations in Turkey

## General Directorate of Agricultural Reform Department of Agricultural Organizations

- Organizing farmers: Agricultural Cooperatives', Producer Unions and Breeding Unions establishment procedures,
- Principal agreement changes and legislative works
- Collaboration and cooperation with International producer organizations
- Harmonization with the EU of Turkish agricultural organizations during the Accession Period to the EU
- Support and audit organized farmers,
- Empowering institutional capacity of agricultural organizations

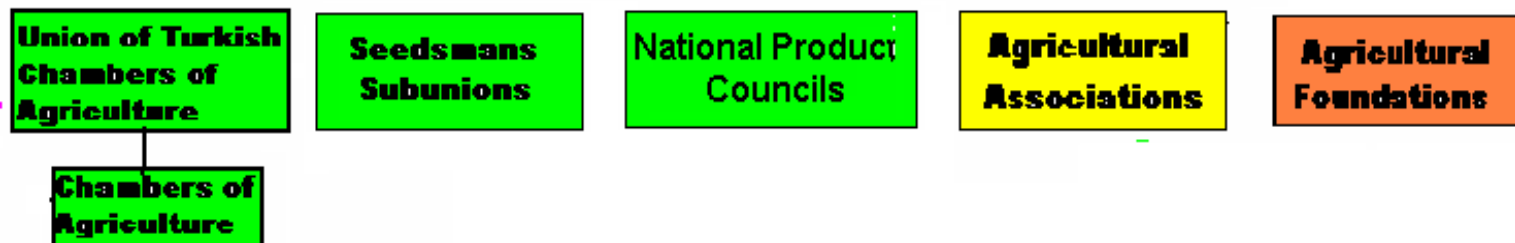


# Producer Organizations in Turkey



**Economical Organisations**

**Vocational Organisations**



# Agricultural Producer Organisation's Legal Basis

## Cooperatives

### **Law no. 1163 on Cooperatives (1969);**

- Main Status of Agricultural Cooperative

### **Law no. 1581 on Credit Cooperatives (1972);**

- Main Status of Agricultural Credit Cooperative



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## Unions

### **Law no. 5200 on Agricultural Producer Unions (2004);**

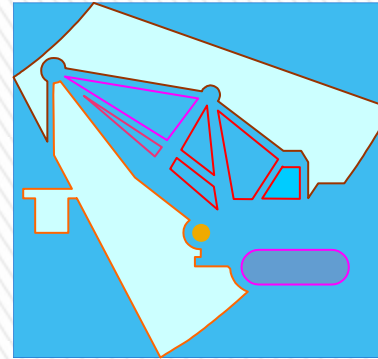
- Implementing Regulation on the Establishment Procedures and Principles of Agricultural Producer Associations
- Implementing Regulation on Inspections of Agricultural Producer Unions and Central Union of Agricultural Producers,

### **Law no. 5996 on Veterinary Services, Plant Health, Food and Feed (2010);**

- Main Status of Animal Breeding Unions



# Establishment



## Cooperatives

Agricultural Cooperative is established with a main status signed by at least 7 partners of the cooperative.


## Unions

Unions should have minimum 16 producers or minimum production capacity based on product and product group





# Purposes

Unions	Cooperatives
<ul style="list-style-type: none"><li>• Production planning</li><li>• To dispatch products in compliance with market requirements</li><li>• To provide services in order improve to product quality</li></ul>	<ul style="list-style-type: none"><li>• To provide services to the partners and install facilities when necessary</li></ul> 



# Activities

## Unions

- Market surveys for Products
- Searching new markets
- Regulating the supply of products
- Providing technical assistance on
  - methods
  - harvesting
  - storage
  - packaging



## Cooperatives

- Organizing and managing activities related to Agricultural
- Classification of Agricultural products
- Arrangement of proper delivery of products for market needs
- Marketing the products



# Examples of Best Practices

## ➤ Cooperatives;

- Tire and Bademli Coop.
- Agricultural Credit Cooperatives
- Agriculture Sales Cooperatives; Trakyabirlik, Tariş
- Beet Producers Cooperative Association (PANKOBİRİ İK)
- Milk Producers Union



## ➤ Breeding Association;

- İzmir Breeding Sheep Goat Association



## ➤ Private Sector; Konya Şeker

## ➤ Individual Achievements;

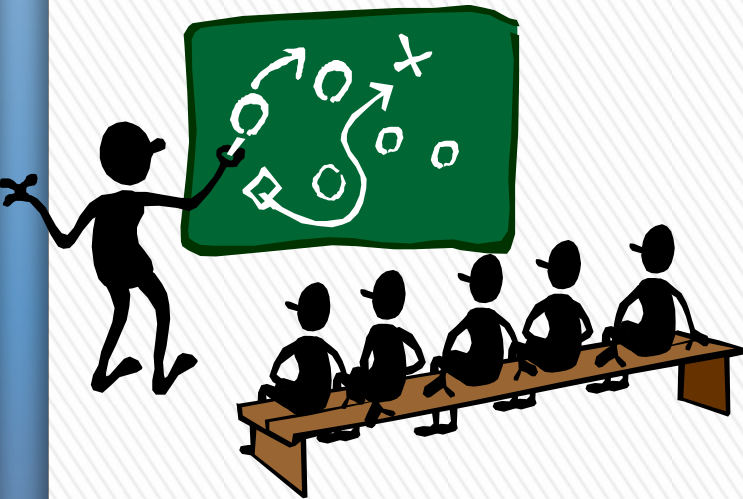




# Farmers are how to access markets effectively ?

- Establishing producer for improving access to markets,
- Creating the right environment investment for improving access to finance, promoting the contract farming with their Organisations
- Technical and market information to smallholder farmers thereby enabling them to explore, learn, and carry out their own value chain analysis and develop their own marketing plans through participatory approaches

# STRATEGY TEAM GAME



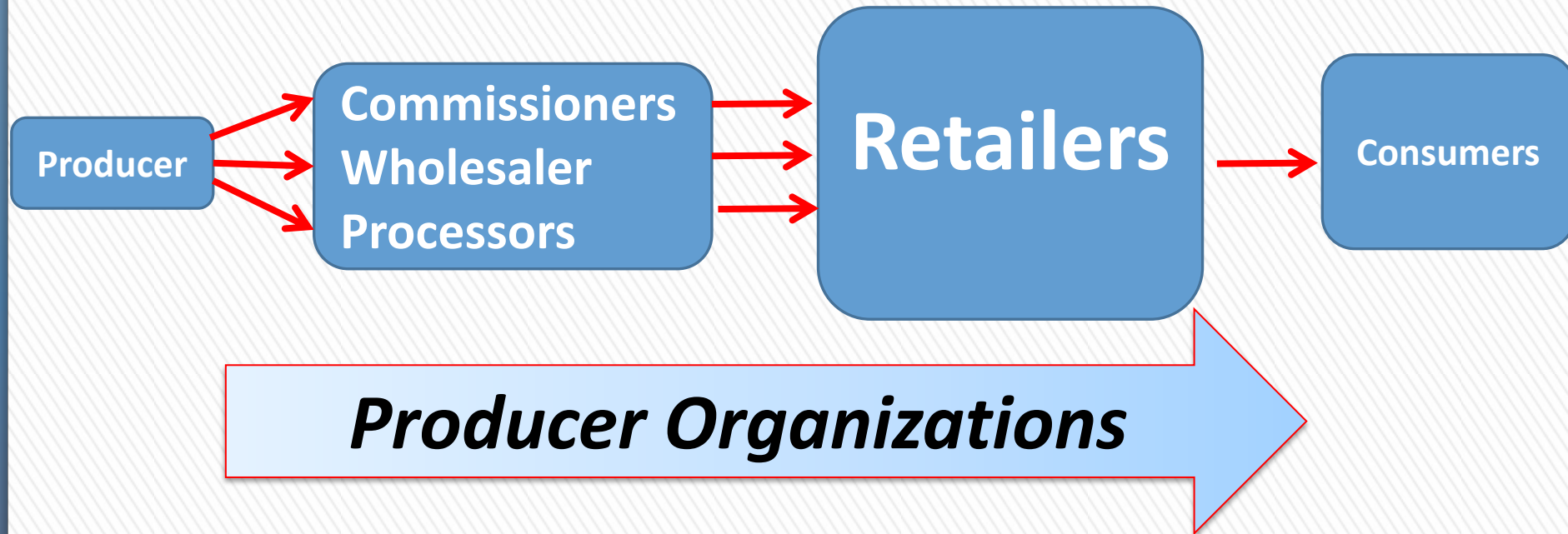
Planning

Solidary



# Marketing Channels

ACTORS OF CHANNELS ARE NOT EQUAL

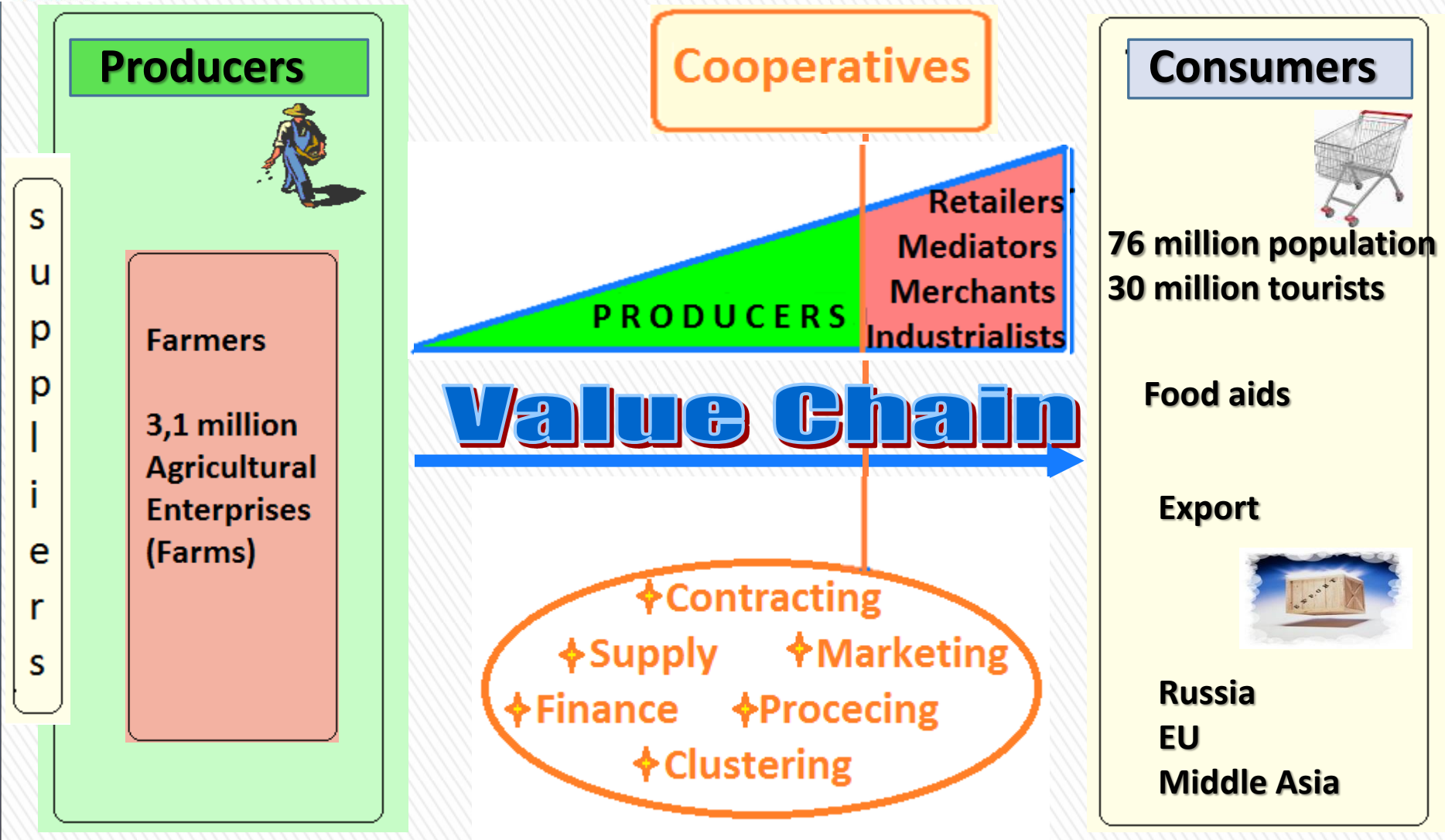


PRODUCER ORGANISATIONS : BALANCE BETWEEN ACTORS

*The policy of our ministry is to increase access of small holders via organizing*



# Role of Producer Organizations in Value Chain and Its Effect on Competition Advantage



# Reach to the market through the producer organizations

- Supporting of producer organizations for promoting the establishment of the producer organizations
- Providing support of the training and publication for producer organizations
- Activation of the producer organization in rural development support
- Activation of the producer organizations in financing support
- Made by the producer organizations of production and marketing plan
- ✓ Give advantageous in financing, technology, education and competition in comparison to big marketing organizations,
- ✓ Improve the role of producer organizations in value chains and gets a small share of total added value

# Recommendations for Member of OIC

In a World where agriculture for ensuring Food Security and Food Safety is becoming more important than armies for the total sovereignty of a country, Islamic countries must utilise their agricultural potential well:

Producer organisations in the agricultural sector need to be developed and financially strengthened in COMCEC countries.

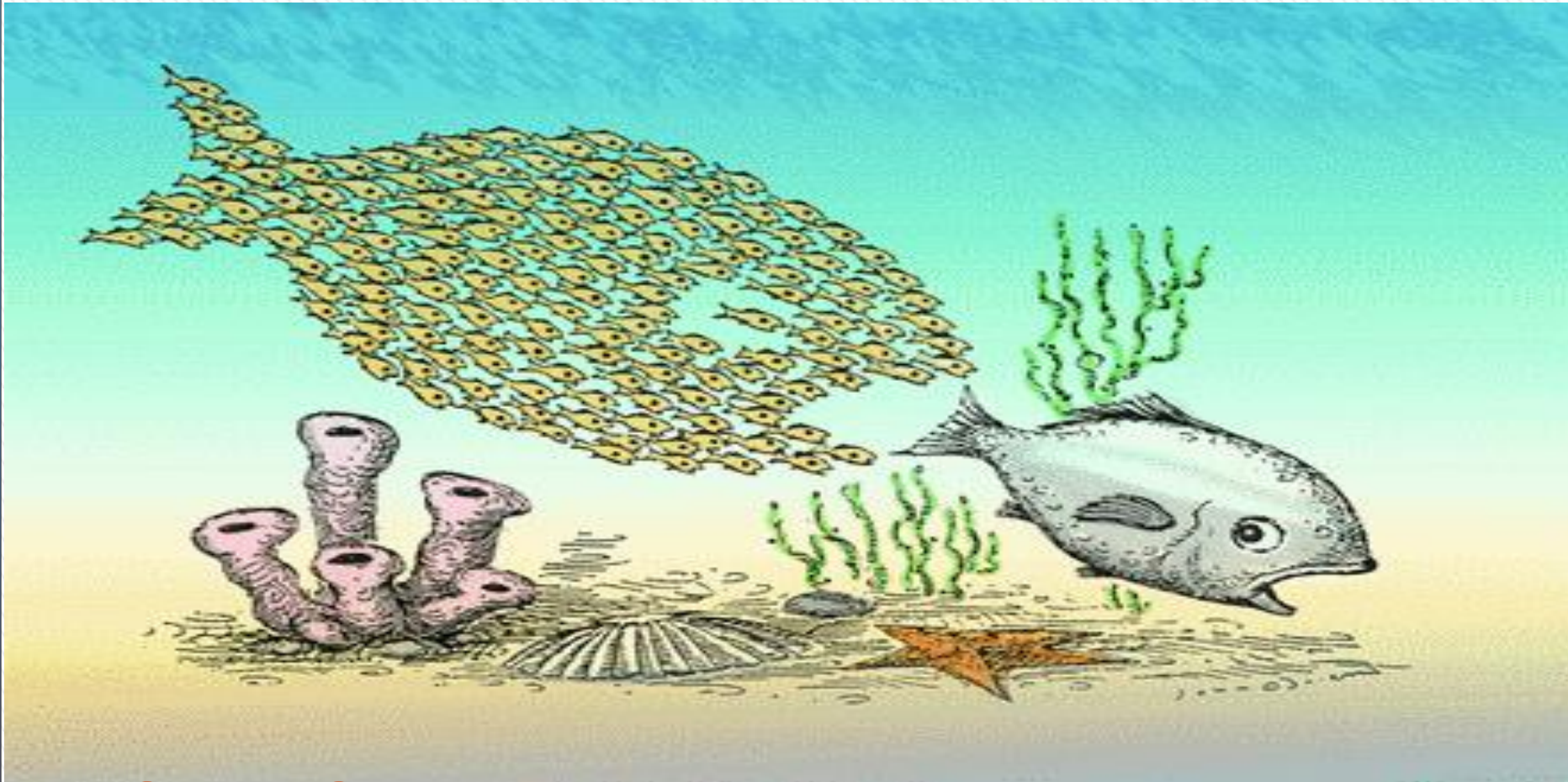
For this purpose, following should be done:

- Sharing of information and experience between producer organisations on technical training and expert exchange (designed to transfer experiences)
- Cooperating with producer organisations, that are able to invest in production, processing and storage of agricultural products, and their counterparts in COMCEC countries on renting of land and joint investments
- Establishing joint brands that will allow for opening up to global markets
- Jointly organising trade fairs and exhibitions or attending globally acclaimed major activities with joint stands

- Development of accepted project: The Establishment of Database, Network Connection and Web-pages of Smallholders Farmer's Agricultural Cooperatives between COMCEC Member States



**One of the main factors behind the success of farmers of developed countries is organizing ability**



***Thank You For Your Attention***



# Market Access Improvement of Smallscale Farmers

Studies which will be done; *We should develop the access to market, financing, technology and information.*

- Establishment of Marketing Information System
- Twinning of FRS and Marketplace
- Extensification of contractual agriculture
- Strengthening producer organizations
- Increase the usage of information technologies for marketing by small holders.
- Increasing branding
- Positive discrimination for small holders in shopping malls by local authorities
- Special marketing strategy for small holders will be determined

# SUPPORT FOR SMALLHOLDER FARMERS

There are various supports both for existing producers and investors

	Provider of the support	Target group	Production based supports	Investment based supports <sup>1</sup>
<b>A Agriculture supports</b>				
Agricultural basin model	Ministry of Agriculture	All (small and large farmers/investors)	✓	✗
Livestock breeding			✓	✗
Certified seed and seedling			✓	✗
Organic farming			✓	✗
Farm advisory services			✓	✗
Soil analysis, duel and fertilizer			✓	✗
More efficient fight against animal disease			✓	✗
<b>B Investment incentives<sup>2</sup></b>				
General incentives	Ministry of Economy	Medium/large size investors	✗	✓
Regional incentives	Ministry of Agriculture		✗	✓
Agricultural credits			✓	✓
GAP <sup>3</sup> DAP programme			✗	✓
<b>C EU-IPARD<sup>4</sup></b>	Ministry of Agriculture	Medium/large size investors	✗	✓
<b>D Rural development support</b>	Ministry of Agriculture	Small farmers and investors	✓	✓