



FROM FIELD TO FACILITY: CHALLENGES AND OPPORTUNITIES TO REDUCE WASTE IN AGRI-FOOD COOPERATIVES

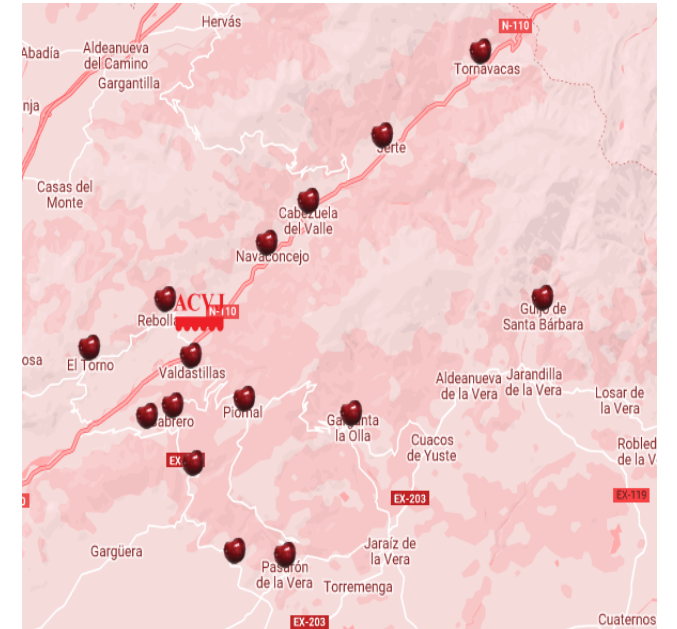
MÓNICA TIERNO
AGRUPACIÓN DE COOPERATIVAS VALLE DEL JERTE
28/05/2024



WHO ARE WE?

2ND GRADE COOPERATIVE

VALLE DEL JERTE & LA VERA



15 ASSOCIATED 1ST GRADE COOPERATIVES
MORE THAN 2500 SMALL-SCALE FARMERS UNITED
60M € AVERAGE BILLING
250 AVERAGE NUMBER OF EMPLOYEES DURING THE YEAR
BIGGEST CHERRY TRADER IN EUROPE



Mountain Terrace Farming



Small-scaled farming



OUR PRODUCTS

75% CHERRIES



10% CHESTNUTS



GREENGAGES



2%

1%

FRESH FIGS



4% DRIED FIGS



1% BERRIES



1%

TRANSFORMED PRODUCTS



OUR PRODUCTS

18.000T **CHEERRIES**



2.500T **CHESTNUTS**



500T **GREENGAGES**



300T **FRESH FIGS**



1.500T **DRIED FIGS**



100T **BERRIES**



OUR PROCESS





WASTE IN OUR PRODUCTION CYCLE.

DEFINITION: UNUSED OR DISCARDED MATERIAL, BYPRODUCT, OR RESOURCE GENERATED DURING AGRICULTURAL PRODUCTION, PROCESSING, OR DISTRIBUTION THAT DOES NOT CONTRIBUTE TO THE FINAL PRODUCT OR ITS VALUE.



MAIN CAUSES



HAIL



PESTS



RAIN DAMAGE



ROT DEFECTS



WIND DAMAGE



MAIN CAUSES



HEAT DAMAGE



BIRDS DAMAGE



PEST DAMAGE



ANTS DAMAGE



CURRENT STRATEGIES



BYPRODUCTS TRANSFORMATION



CURRENT STRATEGIES



SALES TO SPECIALISED INDUSTRIAL CLIENTS



CURRENT STRATEGIES



SALES AS LIVESTOCK NUTRITION



CURRENT STRATEGIES



SINERGIES WITH OTHER REGIONAL INDUSTRIES



CURRENT STRATEGIES



FOOD DONATION



CURRENT STRATEGIES



ROBOCOOP-EU

R&D&I PROYECTS



CHALLENGES



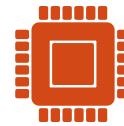
DIFFICULT BALANCE BETWEEN COST AND PROFIT DUE TO THE HIGH COST OF PRODUCING FRESH PRODUCTS COMPARED TO INDUSTRY-ORIENTED PRODUCED PRODUCTS.



THE SUPPLY FOR THESE ALTERNATIVES IS INCONSISTENT AND PRIMARILY DEPENDENT ON WEATHER CONDITIONS. THESE PURPOSES ARE THE LAST RESORT DUE TO THEIR LOW PROFITABILITY COMPARED TO SELLING FRESH. THIS MAKES IT DIFFICULT TO OFFER CONTINUITY, AMORTIZE FACILITIES, OR SECURE SPECIFIC COMMERCIAL COMMITMENTS.



FOR SOME PURPOSES, THE MARGINS ARE SO LOW THAT THE COST OF TRANSPORTATION PRACTICALLY EATS UP PRODUCT'S MARGIN. IT ONLY SERVES TO AVOID THE COST OF MANAGING THE WASTE.



OUR KNOW-HOW AND SPECIALIZATION ARE FRESH PRODUCTS. SELLING TRANSFORMED BYPRODUCTS IS A COMPLETELY DIFFERENT BUSINESS WHERE WE LACK THAT KNOWLEDGE.



ADDRESSING ROOT CAUSE IS EXTREMELY CHALLENGING DUE TO UNFORESEEN WEATHER CIRCUNSTANCES, EXPENSIVE CROP-COVER STRUCTURES AND REDUCTION SCENARIO OF AVAILABLE TOOLS FOR PEST CONTROL.



RETAILERS WASTE-REDUCTION POLICIES INCREASE PRESSURE ON PRODUCERS.



OPPORTUNITIES



INCREASE PROFITABILITY
SHOULD BE THE AIM TO
ENCOURAGE THESE
PRACTICES



OPPORTUNITY FOR
COOPERATION BETWEEN
ACTORS WITH DIFFERENT
CORE ACTIVITIES BUT WITH A
COMMON INTEREST.FOR
SOME PURPOSES,



. NEW BUSINESS MODEL
OPPORTUNITIES TO FOSTER
DIVERSIFICATION



INNOVATION IN VARIETIES TO
MITIGATE CLIMATE CHANGE
EFFECTS.





¡GRACIAS!

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