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## About CERERE

Through a balanced, multi-actor network of researchers and communities of practitioners, the project promotes innovation by producing and disseminating accessible end-user materials and training products for farmers, food manufacturers, consumers, researchers and policy makers.

## FAIR SHARING OF THE CAPITAL GAIN WITHIN A WHOLE CHAIN COOPERATIVE

### PROBLEM

Organic farmers noticed that organic cereals were virtually not transformed locally, inducing problems of food sovereignty and low remuneration for the producers.

### SOLUTION

By associating the producers, a miller, a distributor and a consumers association in the same structure, this makes it possible to set selling prices in complete transparency.

## Outcomes

A preliminary study of the project made it possible to set, on the basis of production costs, selling prices that were considered as consistent by the SCIC (Cooperative Company of Collectif Interest) members and as representative of the entire chain.

A ton of wheat is currently paid 650 euros by the cooperative to the producer. In bulk, the wheat pasta is sold 5 euros/kg by the distributors.

## Practical Recommendation

- It is important to involve all the stakeholders of a sector (from the producer to the consumer) in the construction of the selling prices of the products to guarantee a fair remuneration of each stakeholder of the sector.
- The collective organization must be done according to the cooperative values (one member = one vote) in order to avoid that the capital contribution gives decision-making privileges.



- The SCIC status (Cooperative Company of Collective Interest) allows the reinvestment of the profits for the structure rather than being redistributed to the shareholders.
- In order to guarantee a fair remuneration for the producers, it is important to collectively plan the production with rules of volume distribution, to control growth and focus on local development.
- Selling prices must be set starting from production costs and fluctuate as little as possible.
- Transformation and short food circuit help to keep added value at the local level.

## Evaluation and sharing of the results

Use the comment section on the CERERE website to share your experiences with other farmers, processors, retailers, advisors and scientists. If you have any questions concerning this Practice Abstract, please contact the author by e-mail.

## Project partners

The University of Reading (United Kingdom),  
 The University of Florence (Italy), Rete Semi Rurali (Italy), Réseau Semences Paysannes (France),  
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 The University of Debreceni (Hungary).

## Further Information

<http://odysseedengrain-patesbio.fr/>

**Theme:** Valorisation  
**Keywords:** Fair selling price; fair sharing capital gain  
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**Country:** France  
**Related CERERE case study :** SCIC Odyssée de l'Engrain  
**Languages:** French, English  
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