

# CC „Suvalkijos Daržovės“ was founded in March 2013

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Our cooperative members have:

- similar approach to quality
- Observance of commitments



# Facts about cooperative

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- Number of members increased from 5 to 8.
- Turnover each year has been increasing approx. by 30 % - from 0.75 to 5 Mn EUR
- Crop area – 1000 ha
- Main products: potatoes, red beet, pumpkins and zucchini
- In 2019/20 season planning to sell 35 000 t of produce



# Our products

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# The cooperative's functions

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- To pool members' crops together and create volume to sell to larger buyers
- To supply the buyers for a longer period
- Initially – machinery, postharvest equipment, transport sharing, later – joint investments
- Collectively purchasing of inputs



# Main duties, responsibilities and rights of members

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- To sell 100 % of produce through the cooperative
- To produce the assigned quantity of quality produce and store it till it is sold
- To participate in cooperatives' decisions, one member – one vote



# Disadvantages and advantages of being a member of the cooperative

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- To some degree individual's independence and autonomy are lost
- To achieve the main goal, you have to learn to be a team
- To achieve the main goal, in some aspects you may lose 20-30%, but in other aspects you get a bonus of 70-80%
- The most important thing is to be able not to focus on 20% of disadvantages but to see the general view and perspective

# What corrections had to be made in the cooperative

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- To change cooperative's statute because it no longer met the changed circumstances
- The expanded statute could meet today's requirements
- To look for more members, so we could satisfy our clients' quantity needs
- Constantly refine the cooperative's vision.

# Challenges and ways to overcome them

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- Rapid growth
- To manage quantity and quality at such rapid growth
- To attract the right members with similar attitude to cooperative's policy and that they wouldn't become "toxic" while concentrating on 20 % of disadvantages



# Plans for the future

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- To increase product value
- To start processing
- To increase export volumes
- To become a recognized market player not only in Lithuania, but abroad as well



# Did the cooperative met my expectations?

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- 98 % YES!!!!!!
- Next time I would invite members to the cooperative more responsibly



# Vegetable growing requires huge investments

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# We still need more storage capacity

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# Therefore we are still investing

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# You can reach effectiveness only with powerful equipment and machinery

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# To raise consumers' confidence in our products – it's as important as smart investment

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**Thank you for your attention**