CC "Suvalkijos Daržovės" was founded in March 2013

Our cooperative members have:

- similar approach to quality
- Observance of commitments



Facts about cooperative

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





The cooperative's functions

- 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

- 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

- 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

- 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

- 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

- 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?

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



Vegetable growing requires huge investments





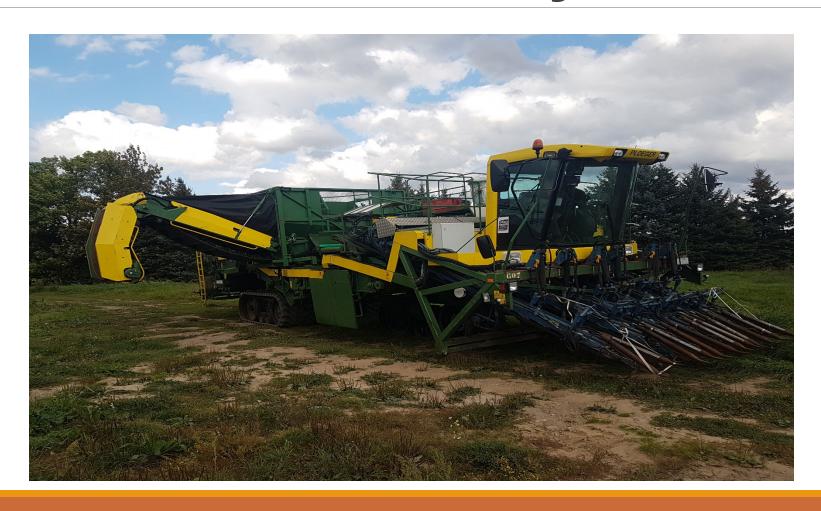
We still need more storage capacity



Therefore we are still investing



You can reach effectiveness only with powerful equipment and machinery



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



Thank you for your attention