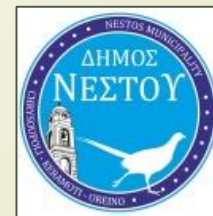


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Identification of potential BRIDGES beneficiaries

Profile of the key beneficiaries of the agricultural and fisheries sectors

Common borders. Common solutions.



1. Introduction

This deliverable has been developed within the framework of the project titled “Bridges of Trade” and acronym “BRIDGES”. BRIDGES is implemented under the Joint Operational Programme Black Sea Basin 2014-2020 is co-financed by the European Union through the European Neighbourhood Instrument and by the participating countries: Armenia, Greece, Republic of Moldova, Romania and Turkey.

The aim of BRIDGES is to bring forward the high potential that the agricultural sector (including aquaculture, food industry and agro-industry) shows in the partner-regions - Nestos EL, Galati Ro, Yerevan AM, Balti MD, Catalca TR - and to promote trade among SMEs establish strong and permanent trade links in those sectors in the project area.

The deliverable, along with the Study on international trade of agricultural and connected products in Greece, constitutes the first part of a sequence of actions within the project, which will lead to the creation and establishment of a Trade Network (BRIDGES Network) of buyers, sellers, producers, cooperatives and SME's of the agricultural sector of the five (5) participating counties.

The deliverable's purpose is to identify and present the most significant stakeholders that could become the potential BRIDGES beneficiaries that would be invited to participate in the project actions and become member of the BRIDGES Network.

2. Key BRIDGES project beneficiaries

The key BRIDGES beneficiaries that were identified within the context of the project, constitute collaborative organizations which represent SMEs and individuals of the agricultural and fisheries sectors in the Municipality of Nestos.

Nestos, being a small rural Municipality, with a total population of 22.331 inhabitants, have its agricultural activity performed mostly by individuals who are also the holders of the land and other household members. This creates a rather unique model of organising the agricultural activities which is based on households and not on SMEs or other company organisations. It is remarkable that 85% of the total Nestos population is somehow engaged in the agricultural activity.

Farmers, stockbreeders and fishermen, are represented by Agricultural Cooperatives which constitute independent business associations of individuals who are at once the members and the consumers of the goods they produce and/or the services they provide. Small businesses can achieve economies of scale this way, competing with large corporations in the market. Farmers in agricultural coops can get access to supply and markets that are otherwise beyond their reach.

In Nestos area, there are seven (7) agricultural cooperatives which have been established based on the needs of their members. All of them, however, share the same idea, providing and procuring goods and services. Agricultural producers, suppliers, traders become members of the cooperatives to get access to more supplies and markets at a reasonable cost. Their goal is to reduce cost by increasing the scale of their economies. In other words, the more agro-producers combine their efforts in a cooperative, the cheaper the total cost of production becomes. Similarly, the traders united under a cooperative can compete in an open market with large industrial corporations in a fair way.

The key BRIDGES project beneficiaries that have been identified are:

- a) Cereals Agricultural Cooperative (AC) of Piges-Nestos
- b) Asparagus Produces AC of Nestos
- c) Asparagus and Fruit and Vegetables Producers AC of Nea Karya
- d) Asparagus, Fruit and Vegetables, Cereals and Legume Producers AC of Eratinos
- e) NESPAR - Asparagus and Fruit & Vegetables Producers AC of Chrysochori
- f) Fisheries AC of Keramotis Lakes, and
- g) GAIA - Agricultural Cooperative of Chrysoupolis

2. Key BRIDGES project beneficiaries

NESPAR Agricultural Cooperative of Chrisochori

In the Municipality of Nestos, NESPAR was founded in 1994 by a group of Chrissochori farmers. The cooperative originally comprised of 40 asparagus growers with only 762 acres of planted land. The major purpose of Nespar was to improve the smooth management and distribution of the producers' fresh asparagus.

After 8 years, the board council decided to broaden their horizons by introducing the production of NESPAR kiwi fruits, having created a well-known name for NESPAR Asparagus in the EU market as well as several experimental crops in the area. Experiments have indicated that the soil and environment in the Nestos Valley are appropriate for this type of cultivation.

The tremendous demand for NESPAR's high-quality products prompted its members to introduce two new products to the market in 2011. These are apricot and plum fruits that have been freshly picked.

In 2013, 2.414.683 kg of fresh fruits and vegetables were produced. The NESPAR network of exports covers markets such as the European Union, Ex-Soviet Union, Africa and Asia even Canada.

NESTOS Agricultural Association

The first asparagus producing cooperative was established in Kavala, Nestos, in 1988. The cooperative was formed with the goal of developing and promoting asparagus cultivation. NESTOS is a dynamic group of growers who have expanded their operations to include additional crops such as kiwis, apricots, and plums. The cooperative was able to earn international recognition for the quality of its goods due to the commitment of its members to quality and the application of best farming methods.

In 2015, 3,500,000 kg of products were produced and exported to several countries: Poland 23.17%, Georgia 18.93%, Germany 14.86%, Spain 8.44%, Ukraine 5.88%, China 3.95%, Egypt 2.52%, United Arab Emirates 1.60%, Italy 1.16%, Bulgaria 1.02%.

Asparagus was sold in Germany at a rate of 99 percent and in Italy at a rate of 1%. In terms of Kiwi, AS NESTOS is attempting to expand in third nations, as seen by 2016 sales, which were primarily produced in China and Dubai. Summer fruits (Peaches, Apricots, Plums and Nectarines) started to being exporting to Germany, Poland, and Egypt.

2. Key BRIDGES project beneficiaries

Agricultural Cooperative of Cereals - Nestos

The Cooperative was founded at the beginning of 1947. Its purpose since then has been to supply its members with the appropriate agricultural supplies for their crops. In September 1947 it was the first in the region to buy a heavy grain threshing machine, which was facilitating the threshing of grain, and at later stage rice.

In the period 1982 - 1983, it invested in the construction of a privately owned cereal drying-frame, in combination with the construction of storage facilities with a total capacity of 7.5 thousand tons. From 1991 onwards, it provides its members and customers with complete geotechnical support in combination with their supply with the appropriate agrochemicals. At the moment, the cooperative has 167 producers as its members.

The products standardised and packaged by the cooperative are:

- Maize
- Puddy rice
- Beans (Tsalia of Chrysoupoli and Mesosperma)

Agricultural Cooperative “ASSOS”

The Agricultural Cooperative of Asparagus producers “ASSOS” is based in the Nea Karya settlement in the Municipality of Nestos. The Cooperative was established and has been operating since 1994. Its main product was asparagus, but later on other products have also received recognition, such as kiwi, plums, peaches, pears, apricots and pomegranates.

Its members are producers from the wider area of alluvial plain of Nestos River.

Agricultural Fisheries Cooperative

The Agricultural Fisheries Cooperative is operating since 1950 in the Keramoti’s lagoons in the Municipality of Nestos. The members of the Cooperative are going for free-range fishing breeding and development of exceptional quality fish, which are available daily from in the fish auction of Kavala. The main products (fish) of the Cooperative are Sea bass, Bream, Blue crab, Mullet and Roe.

References

NESPAR Agricultural Cooperative of Chrisochori

<https://nespar.gr/about-us/>

NESTOS Agricultural Association

<https://asnestos.gr/en/asnestos/>

Agricultural Cooperative of Cereals - Nestos

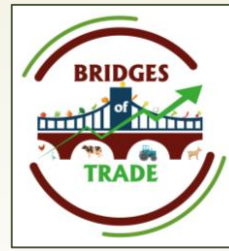
<https://asdpigon.gr/>

Agricultural Cooperative “ASSOS”

<http://www.as-assos.gr/>

Agricultural Fisheries Cooperative

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