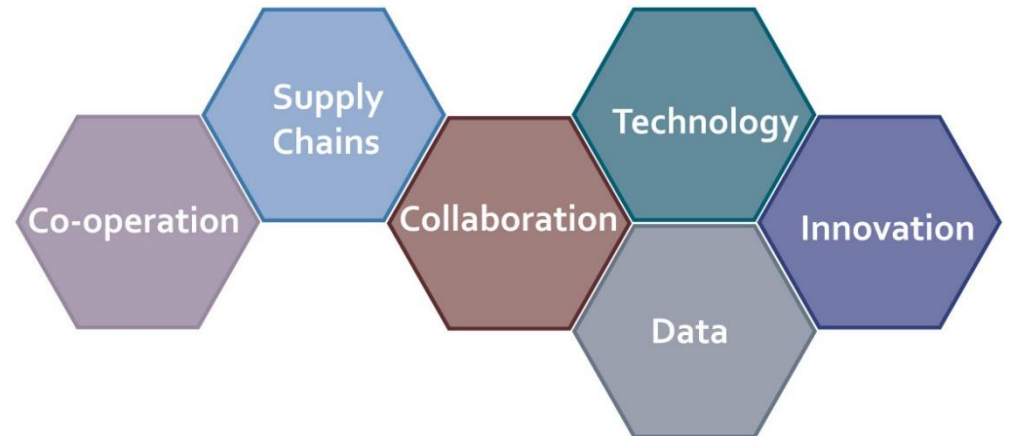




Working together to shape the future
of farming and food

Farm co-operation- more relevant than ever...

Tim Bailey
25 November 2020



Farm co-operation-the benefits

- Increased efficiency and productivity
- Effective risk mitigation through management of supply and demand and pooling of resources
- Increased adoption of new technology and precision farming
- Agility to respond to customer demand with the ability of scale to meet it.
- A greater awareness of the market and ability to integrate and deliver efficient supply chains.
- The ability to collectively maximise growth opportunities and tackle significant macro-challenges
- Work as a common community delivering rural development accruing social as well as financial capital



Farm co-operation the barriers?

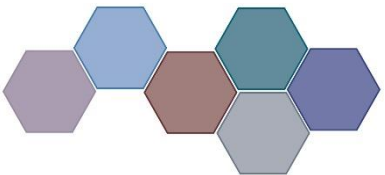
Image/Perception



Selective memories



Mindset/Change...

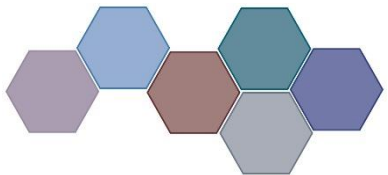


SAOS 

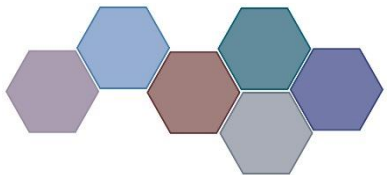
Farm co-operation-the global reality



DANISH CROWN



Farm co-operation-the local reality



Farm co-operation-the national reality

OUR CO-OPS PRODUCE:



 **50%** of Scotland's 1m pigs per annum

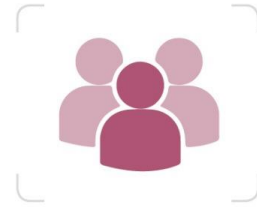
 **125,000+** tonnes of potatoes grown


 **443m** litres of milk produced

 **25%** of Scotland's 900kt of malting barley

Half of the oats grown, more than half of the oil seed rape, and around 20% of the wheat grown in Scotland

MEMBER CO-OP STATS:

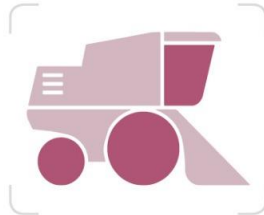


 **1,200+** employed directly
(and many more through the machinery rings)

 **25,000** members in total

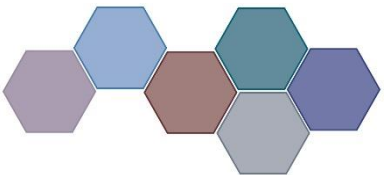
 **£1.5b** combined turnover

SCOTLAND'S MACHINERY RINGS:

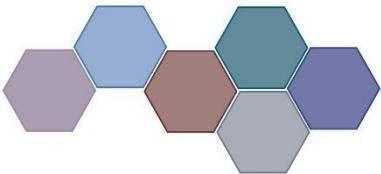
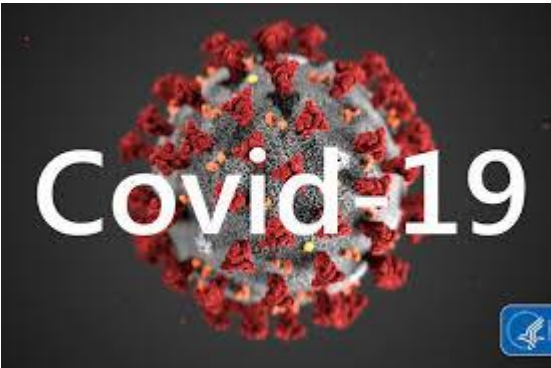


 **7,250** members in total

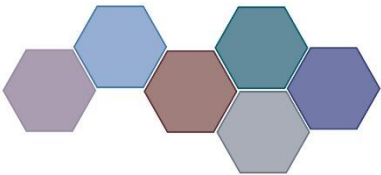
 **£95.5m** total throughput



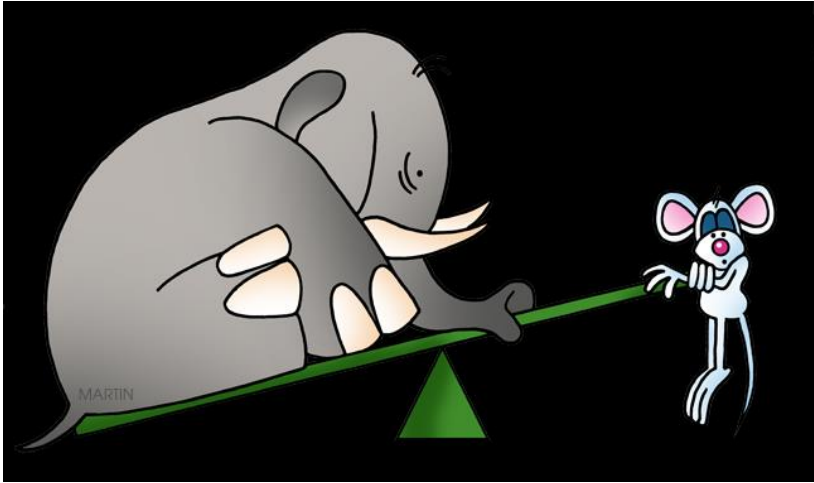
Farm co-op agility and resilience



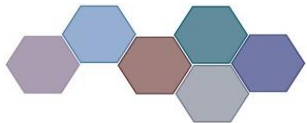
Farming threats and opportunities



The 'power' of one...



The power of many...

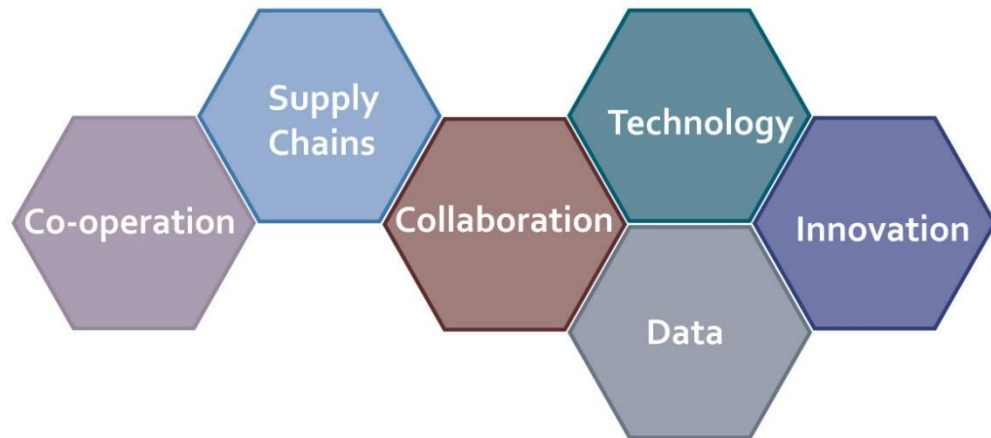


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[illegible]

I N V O L U N T A R Y							Share intellectual capital and business intelligence
						Share business capital, values, strategy and risk	
					Share business operations		
			Share insight and ideas	Share resources			
		Share knowledge					
B E N E F I T S	Share data						
	Data sharing Benchmark business anonymity	Monitor farm Increase awareness of new processes and practices	Benchmarking groups Increase awareness of new processes and practices	Buying groups Increase aggregate scale of business by pooling resources	Supply networks Increase aggregate scale of business by pooling resources	Co-ops and POs Increase aggregate scale of business by pooling resources to achieve new rules to market	Data/genetic co-ops Pool investment capital, mutual gain and wealth retention
		Trial and adopt new processes and practices	Trial and adopt new processes and practices with others	Reduce input costs, save time and increase margin	Increase production efficiency	Leverage business potential with introduction of limited capital	Share investment risk in pooling capital
			Reduce costs and increase margins		Reduce costs and increase margins Focus on specialist competencies	Access professional marketing and sales Increased resilience by sharing risk	Potential business benefit and value creation

Working together to shape the future of farming and food



SAOS 