

**Solidarische
Landwirtschaft**

sich die Ernte teilen

COMMUNITY SUPPORTED AGRICULTURE IN GERMANY

Building Living Communities

JustFood – 4th International Conference on Global Food Security

AGENDA

- ◆ Short greeting and introduction
- ◆ The German CSA-Network "Netzwerk Solidarische Landwirtschaft."
- ◆ The bidding round as the basis for balancing action:
"The bidding round - what it is. And Why."
- ◆ Space for questions and discussion

ABOUT ME

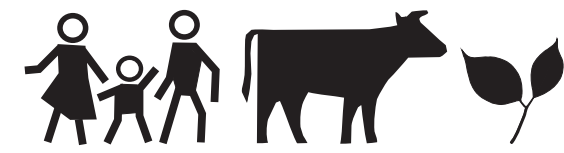
Sebastian Klein, cert. Bioland-Beekeeper

- ◆ Member of the council of the German CSA-Network Netzwerk Solidarische Landwirtschaft
- ◆ CSA-/CSX-Consultant
- ◆ Co-Initiative of two CSAs

Personal motivation

- ◆ Working with the living and maintaining fertility
- ◆ Production of healthy food
- ◆ Grandchildren-suitable agriculture





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CSA IN GERMANY

The beginnings until today

„Does food has got a
price?“

Wilhelm Ernst Barkhoff

➔ **NO, BUT THE WORK OF FARMERS PRODUCE
COSTS...**

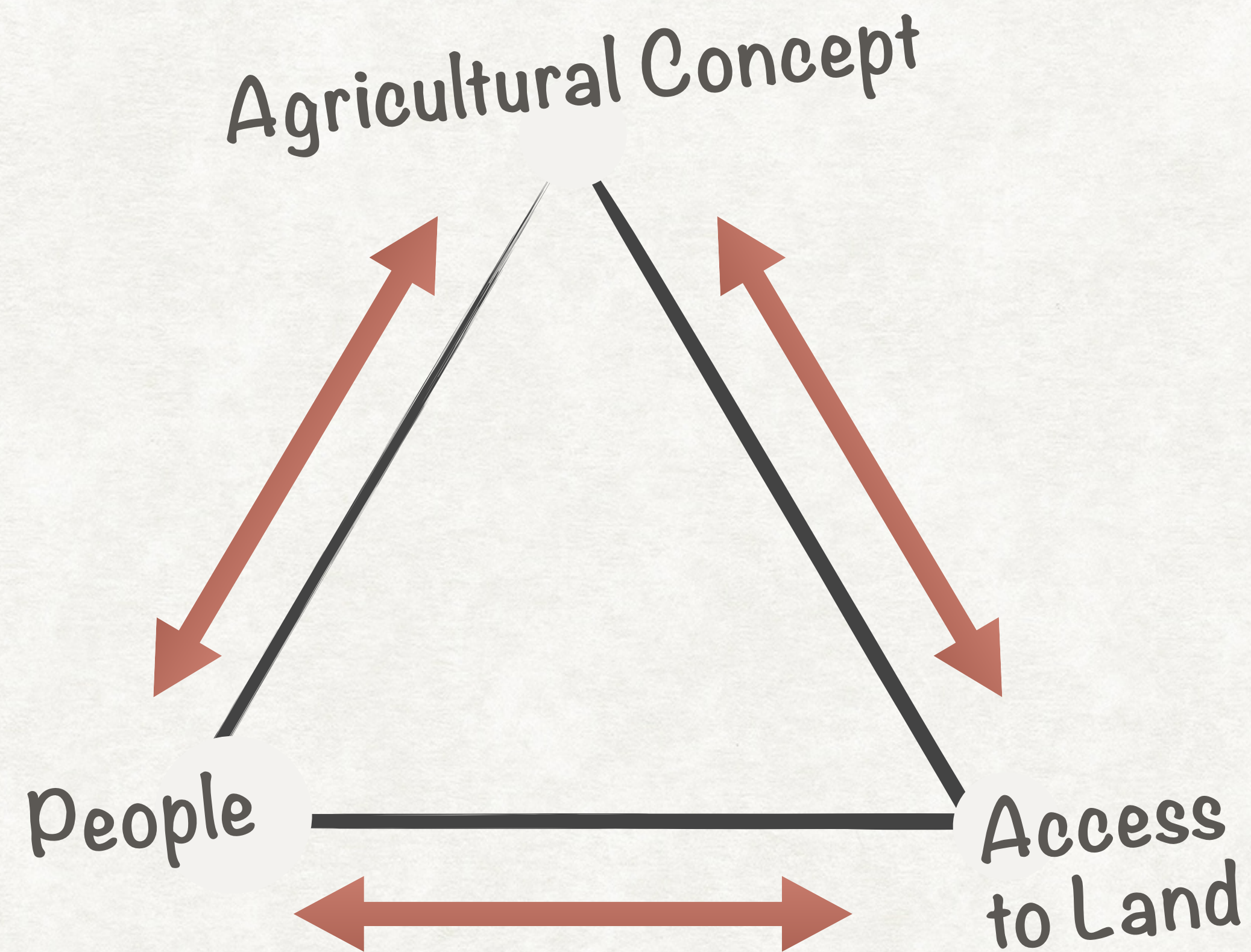
WHAT IS „SOLAWI“?



- The German way of „CSA“
- Concept for direct distribution
- Farmers and consumers
 - Join forces
 - Pay all the costs of a farm
 - Share all the risks
 - and the whole harvest

CSA NEEDS ...

... to start



... for success

- transparent pricing
- an open and trustful organization
- much of honest communication

CSA'S ARE FOUNDED EQUALLY BY CONSUMERS AND FARMERS



CSA-RULES

- **sharing** of risk and responsibility
- **building a business process of solidarity** with a base of trusting each other
- agreement / Commitment of how to do agriculture (organic or conventional)
- transparency of all costs at the farm
- longterm contracts and safety for the farmer
- strong ecological effect on Natur

WHY SOLAWI?

- **We want to keep small farming agriculture alive**
- **We want to secure and keep food sovereignty**
- **We want to provide short ways of distribution**

EXAMPLE

KATTENDORFER HOF



- **Start in 1995 with 130 ha**
Agriculture, pork loin on grassland
- **since 1996:** Milk-Cows, Vegetables, food craft
- **1998 Start of direct distribution**
- **1998 Start of economic community** with 10 Families
- **TODAY:**
 - 280 ha, 4 with Families as farm-leaders, 50 Employees
 - 500 Crop-Parts in CSA (1.500 people), 75 % of grossincome through CSA

EXAMPLE

GELSENKIRCHEN

- They revitalized a decommissioned farm
- **not ecological certified as part-time farm**
„Lindenhof“ starts in January 2016 with CSA
- they produce Vegetables and Meat, Milk
- since Spring 2017 in Full-Time
- Since 2018 both (Martin and Steffi) as 100% Full-Time-Farmers
- they produce food for 320 People



BEISPIEL SOLAWI OBERBERG



- **Non-profit association** with colorful mixture of Members
- **Cooperation-CSA** as an Interface between farmers, who mainly do the agricultural work
- **8 different modules**, products are free of choice
- young association:
 - Initiative Spring of 2017
 - First output of vegetables in August 2017
 - Now in third season with 136 households (about 200 People)

GERMAN CSA NETWORK



- **founded 2011** by farmers and food activists
- **CSA:** Invention of the word combination „Solidary agriculture“ (Solawi)
- **Main Goal:** Stop the extinction of small farming agriculture and start a turnaround in agriculture from bottom to top

THE NETWORK

- **We are at the same time**
 - political grassroots movement
 - basic democratic organization
 - Professional association and mouthpiece



SOLIDARITY ...

... *MEANS TO US*

- **Eye level** – *between farmers and consumers*
- **compensating** – *it should be possible for all people to take part*
- **fair** – *to other people and their countries*
- **responsible** – *for mother nature and all the animals*
- **equitable** – *for the following generations*

ACTIVITIES

- **network and consulting**
- Monthly Newsletter
- **listing of all farms on a website „crop-sharing“**
- **information leaflets and public relations**
- **Conferences and advanced trainings**

SUPPORTED BY THE GOVERNMENT

Department: Agriculture and nutrition:

[...] Within the framework of model and demonstration projects (best practice), we want to promote projects for regional value creation and marketing, e.g. the Solidarity Agriculture Network (Solawi).

DEVELOPMENT

... 1988 until today



GOAL FOR TOMORROW

- establish Solawi as an **consistent approach of agriculture**
- **human- and nature-like agriculture** (*for following generations!*)
- **self-determined** food system
- All kinds of size are possible
- **We want to simplify:** e.g.
 - way to land and farms for young farmers
 - apprentice of professional ecological farmers

”

Food is losing its price
and gets back its real worth.

“

*Wolfgang Stränz, Buschberghof near of Hamburg.
CSA-Farm Buschberghof delivers food to more than 300 People.*

THE INTERNATIONAL COMMUNITY SUPPORTED AGRICULTURE NETWORK

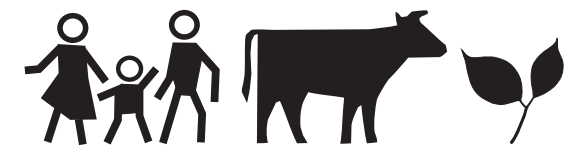


Further Information:

<https://urgenci.net>

SHORT BREAK...

... and time to ask questions.



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INTRODUCTION AND EXPERIENCES OF BIDDING ROUND MODELS

WHY BIDDING ROUNDS?



- ❖ Promotes a feeling for the value of fair and sustainable food production
- ❖ solidarity not only with the farmer, but also with the members
- ❖ further detach the products from a market price
- ❖ allow a balance between different household incomes

WHAT ITS NOT ...



- ❖ **Bidding rounds are not an auction**
- ❖ **The bid submitted has no effect on**
 - ❖ whether I receive a share or not
 - ❖ my share of votes within the Community
 - ❖ the quantity of vegetables I receive

DEFINING THE OVERALL BUDGET

- ◆ **Identification of all costs incurred on the farm**
 - ◆ Investments, purchases, depreciation
 - ◆ Maintenance and servicing costs
 - ◆ Operating resources, energy costs, water
 - ◆ Seeds and feed
 - ◆ Labour costs(!), non-wage labour costs
 - ◆ taxes

HOW MANY MEMBERS?

- ◆ **To avoid subsequent inconsistencies, careful consideration must be given to**
 - ◆ how many people can my land / my farm supply with food
 - ◆ Is the processing guaranteed even without (voluntary) assistance
 - ◆ Is reliable communication with the number of members possible and secure

DETERMINATION OF THE STANDARD VALUE

- ◆ **Estimation of crop parts:**

How many people can the farm supply

- ◆ **If necessary:**

Subtract secondary activities from the total budget

- ◆ **The Result:** CSA-Budget

BIDDING ROUND BASICS

- ◆ **Anonymous bidding process** (not an auction!)
- ◆ **Everyone makes a bid:**
 - ◆ What am I willing to give?
 - ◆ What can I give?
- ◆ **Counting of bids**
- ◆ **The bidding procedure is successful**
 - ◆ if the average value of all bids is greater than or equal to the standard value / reference value

PHYSICAL BIDDING ROUNDS

- ◆ Must be well organized
- ◆ Different sizes between 15 and 500 people are possible
- ◆ Can provide multiple rounds for different modules of products
- ◆ promote the CSA's sense of community

DIGITAL BIDDING ROUNDS

- ◆ We are working on a standardised procedure
- ◆ Possible via Zoom in combination with (private) chat
- ◆ Can be done with digital form tools like Limesurvey (FLOSS)

- ◆ Maybe there will be an app in the future, that could support physical and digital bidding rounds

CHALLENGES

◆ Indicative value is not reached

- ◆ new bidding round or
- ◆ Adjustment of the budget (*if possible*)

◆ Reference value is exceeded

- ◆ Community decides how to handle the overpayment

◆ Fewer commandments than crop-parts

- ◆ Community searches for new and more members

◆ More commandments than crop-parts

- ◆ Drawing of who gets a share. The amount of the bid is not decisive!

”

"The idea of Community Supported
Agriculture is the most transformative
thing we have!"

“

Dr. Ursula Hudson, Member of the Board Slow Food International

+ 2020/07/10

THANK YOU!

Time to ask questions.

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 **URGENCI**

Netzwerk Solidarische Landwirtschaft e.V.

www.solidarische-landwirtschaft.org

Urgenci • The International CSA Network

www.solidarische-landwirtschaft.org

Sebastian Klein | Beratung • Moderation • Begleitung

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