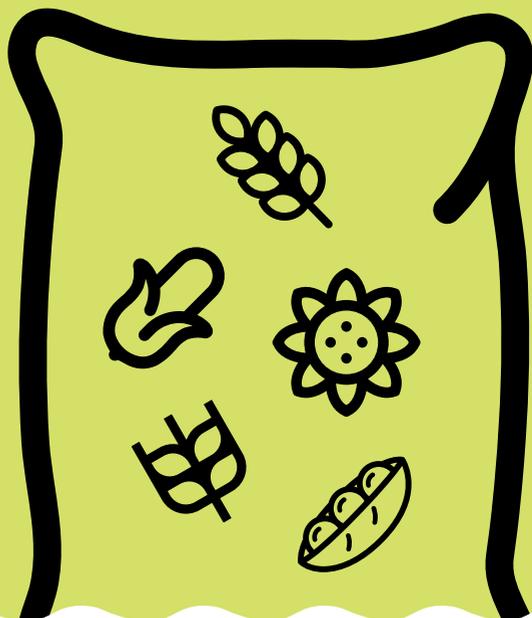


FARMERS' COOPERATIVE

KEVILI

PÖLLUMEESTE ÜHISTU

KEVILI



ADDRESS/COUNTRY

Turu st 34, 50104 Tartu - ESTONIA

LEGAL ORGANISATIONAL FORM

Tulundusühistu (commercial association)

WEBSITE LINK

<https://kevili.ee/>

CONTACTS

Phone: +372 5595 5755,

E-mail: kevili@kevili.ee,

Facebook: <https://www.facebook.com/kevilyhistu/>,

YouTube: https://www.youtube.com/channel/UC1T3si_5cAOtNPXMCr7HCcA

CONTEXT

/

INFO

YEAR OF CREATION

2005

DESCRIPTION/MAIN ACTIVITIES

KEVILI is a cooperative made up by cereal and rapeseed growers.

Its main activities are:

- » providing members with economic input of products;
- » marketing members with grain and rapeseed products;
- » forwarding market information;
- » information exchange and consultation;
- » creating development projects;
- » international cooperation;
- » training the members.

The main aims of the cooperative are:

- » to get access into bigger markets;
- » to create prerequisites for designing better prices on the base of quality raw material;
- » to give members services with production price;
- » to guarantee buying in produced products;
- » settling municipal needs;
- » to offer consultation and training for members;
- » satisfying intellectual needs.

KEVILI's core values are trust, cooperation and productivity.

MAIN STAKEHOLDERS

member, clients, producers

KEVILI's main stakeholders are grain producers.

The cooperative markets various types of grain for its members: rapeseed, feed oats, milling oats, feed barley, malting barley, feed wheat, milling wheat, feed peas, peas, feed rye, milling rye and triticale. KEVILI's members are physical entities, business entities and cooperatives.

GEOGRAPHIC COVERAGE

1-service/goods production; 2-markets/consumers/beneficiaries

- 1 Growers are located in all the state;
- 2 KEVILI services the entirety of Estonia.

REVENUE

Data from 2019: 77,5 M EUR

**STRUCTURE/
OWNERSHIP**

OWNERSHIP STRUCTURE

who/how many: shareholders/owners/members/worker members/ donors, ...

KEVILI is owned by its 159 members.

VOTING PROCESS

Major decisions are taken by the General Assembly, where members vote on a “one member, one vote basis”.

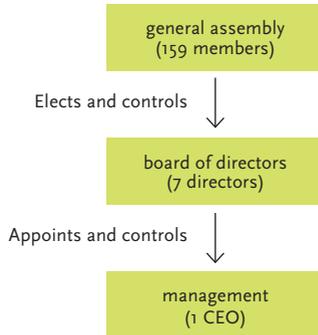
BENEFITS OF BEING MEMBERS

- » To reduce the expenses in buying inputs;
- » To get fair and good price for raw materials;
- » To give access to markets and reduce production risks;
- » To buy provision and reserves;
- » To reduce storage costs;
- » To get a part of the sales profit from selling grain;
- » To get a part of sales profit from goods turnover.

In a 2018 survey for its members, 81.8% of respondents completely agreed that being a member of KEVILI makes them feel proud (16.7% somewhat agreed and 1.5% somewhat disagreed).

**GOVERNANCE
AND MEMBERS
PARTICIPATION**

STRUCTURE/ORGANISATION CHART



ASSEMBLIES

how many, how, other assemblies than the General one

General Assembly

BOARD COMPOSITION AND ORGANISATION

KEVILL's board of directors is composed of 7 directors, all directors are members of the cooperative. The board gathers once a month on average, usually the CEO partakes in the meeting as well. Primary responsibilities of the board are to supervise the management in carrying out the cooperative's strategy and meeting its objectives.

**COOPERATIVE
PRINCIPLES
BEST PRACTICES**

*Principles for which
the coop represents
a good practice*

PRINCIPLE 3. MEMBERS' ECONOMIC PARTICIPATION

More so than profit distribution, KEVILI's focus has been sustainability (or longevity) of its operations. For that aim, the cooperative keeps its profit margin low so its members could profit instead. This reflects KEVILI's mission to create a competitive advantage for its members through cooperation.

- » KEVILI is a recognised producer group in rapeseed, which is why those members that use the cooperative for marketing their rapeseed must market at least 80% of their rapeseed harvest via KEVILI.
- » Since KEVILI has not involved outside equity, its operations are funded by its members, EU subsidies and loans taken by the cooperative, which are guaranteed by KEVILI's members.

PRINCIPLE 4. AUTONOMY & INDEPENDENCE

KEVILI has just implemented an equity payment system for its members. Its goal is to assure that members contribute equity in proportion to their use of the cooperative's services. Thus, the more equity they gather, the less they depend on banks and other creditors. The more member equity they have, the more they can invest. The more equity they have, the more autonomous they become. The organisation is highly value-based, which creates advantages for tackling crises. Of course, they cannot provide financial assistance to all members in crises, but they still provide financial counselling to individual members. They provide information and support.

PRINCIPLE 5. EDUCATION, TRAINING AND INFORMATION

This is one of KEVILI's focal points – KEVILI engages in educating, training and informing its members via various ways.

- » For example, KEVILI publishes a video series called “Pöllujalutus” (“Field Walk”), in which they offer practical agronomical tips based on the conditions of specific fields. All the episodes of the series are public on KEVILI's YouTube channel. Although the cooperative has branched off a new series called “Ringkäik koduaias” (“Garden Walk”), which focuses on horticulture.
- » KEVILI employs agronomists, which is why it can provide counselling for its members regarding their production.
- » In 2019, KEVILI organised 14 trainings or seminars for its members plus study visits to Bulgaria and Sweden. Traditionally, the cooperative organises 12–14 trainings for its members, 10 development seminars and 2–3 study trips abroad.

- » KEVILI is also committed to fostering cooperative spirit and disseminating cooperative values. To do so, it cooperates with the Estonian University of Life Science in knowledge transfer and organises social events for its members.
- » KEVILI's grain prices, quality requirements and terms of service are public. This is a part of KEVILI's policy of transparency