



Committed to support actors of the organic sector



interbionouvelleaquitaine.com

ASSOCIATION INTERPROFESSIONNELLE BIO RÉGIONALE



INTERBIO NOUVELLE-AQUITAINE : An example of gathering of all the organic sector

Our working principles



INTERBIO IN SOME FIGURES

296

MEMBERS
REPRESENTING 5 600
ORGANIC PRODUCERS
AND € 2 BILLION IN
TURNOVER

13

EMPLOYEES

3 SITES

SPREAD OVER THE
REGION NOUVELLE
AQUITAINE

1 M€

TURNOVER

An interbranch organization in favor of Nouvelle-Aquitaine organic sector

OUR GOALS

To federate all
the actors of the
regional organic
sector to talk
with one voice

To represent the
interests of our
members towards
the Public bodies and
conventionnal
farming organizations

To contribute to
the development
and growth of the
regional organic
sector from the
farmers to the
retailers

To ensure the
promotion of
regional and
organic products

To support the
introduction of
organic products
in collective
catering

OUR ORGANISATION : HOW IT WORKS ?





1. To establish a real regional strategy
2. To exchange, debate, predict
3. To lead interbranch discussions between the actors
4. To communicate about the different works and studies of the sector

Some historical figures : 20 years

2002

- 18 organisations members
- 1 employee
- Turnover of 65 k€

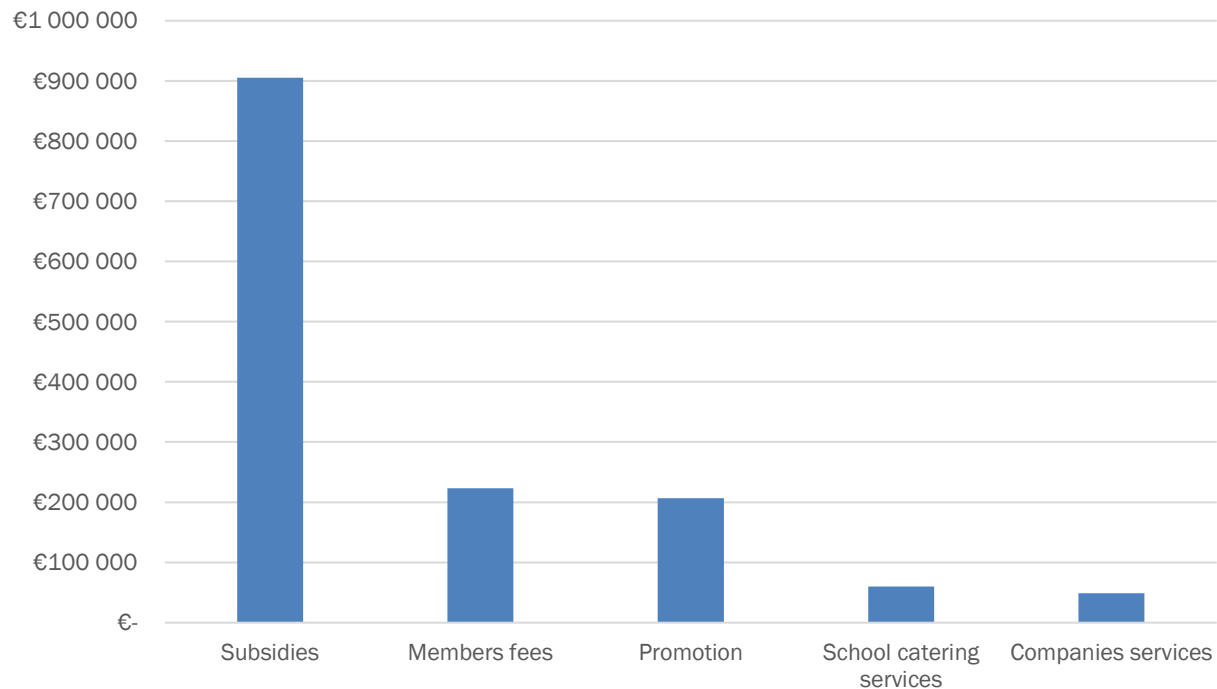
2022

295
13
1,3 million euros

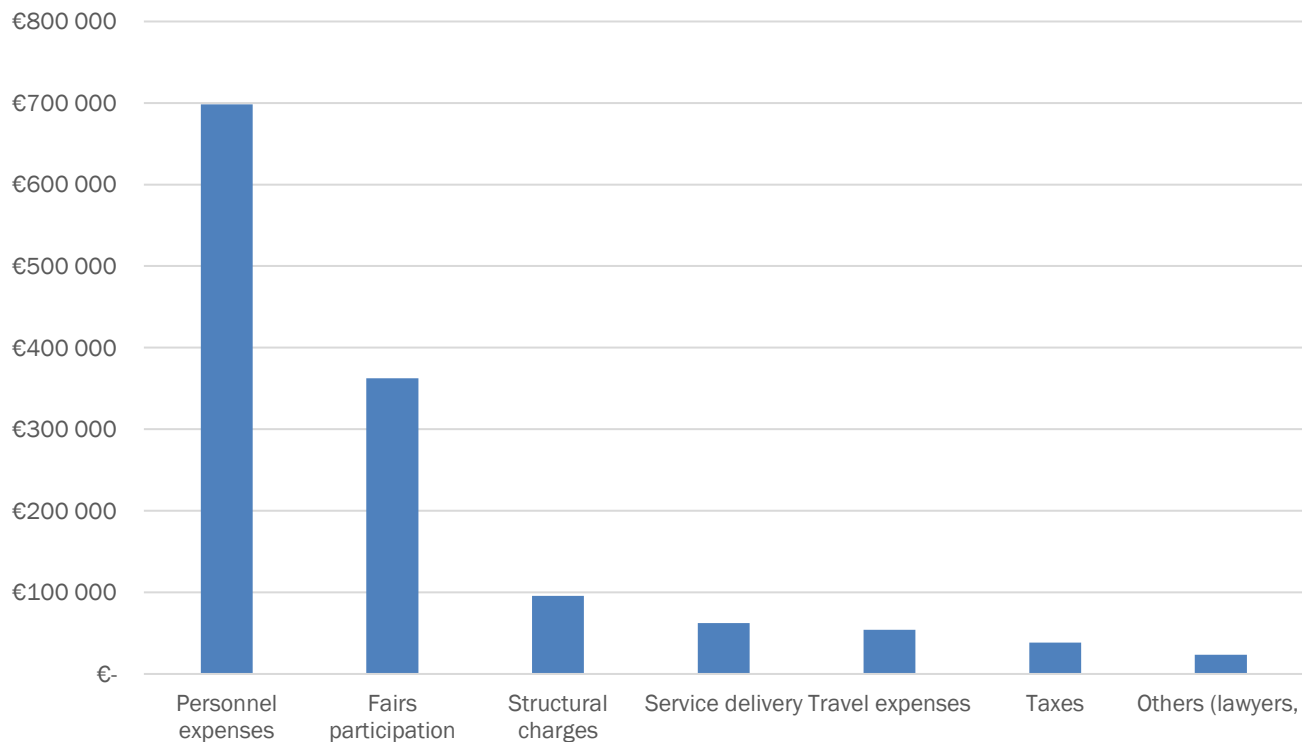
- 2004 First collective action : participation to Biofach
- 2006 creation of regional brand : Bio Sud-Ouest
- 2008 second employee : work on first interbranch commissions created for teh fruits and vegetables and crops, and first participation to Natexpo (national organic fair)
- 2010 first regional forum on organic in school catering (3rd employee)
- 2012 creation of regional brand Territoire bio Engagé
- 2016 reaching 200 hundreds members, merging with two other organisations
- 2020 work on organic value chain (fair trade)
- 2022 : welcoming of the 16th European organic Congress, 20th year anniversary, 4th president elected, 45 companies on Natexpo stand (biggest stand)

Our Budget

Financial Products



Financial Expenses



ACTION 1 : To structure and develop the regional organic sector

IN 2021, OUR SUPPORT TO STRUCTURE THE REGIONAL
ORGANIC SECTOR:

50 M[€]HT
OF INVESTISSEMENTS

29
«UPSTREAM -
DOWNSTREAM»
GRANT FILES
SUPPORTED

79
PROJECTS
SUPPORTED
= 54 COMPANIES

15 M[€]HT
OF SUBSIDIES
RELEASED



To structure and develop the regional organic sector

1. TO GATHER THE SECTOR THROUGH INTERBRANCH COMMISSIONS BY SPECIES

- Follow-up on sectorial data: structuration, markets, consumption, regulations, etc.
- Realisation of balance sheet of harvesting and forecasts for future orientations: volumes and needs
- Exchanges of information, news, for each sector
- Identification of needs for collective actions



To structure and develop the regional organic sector

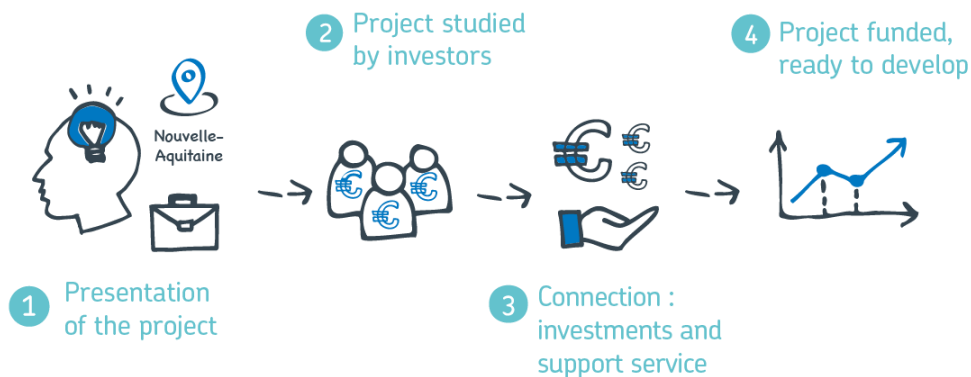
2. TO SUPPORT INDIVIDUAL OR COLLECTIVE BUSINESS PROJECTS

- Adapted quick advice : sourcing, subsidies, regulations, process, etc.
- Assistance in setting up grant applications
- Network of « Club des Financeurs » (investors club)

« CLUB DES FINANCEURS » of Nouvelle-Aquitaine (investors club)

For Who? All economic operators and project leaders located in Nouvelle-Aquitaine

How does it work?



IN 2021, THE INVESTORS CLUB IS :



- › Created in 2018
- › 1st regional version of the investors' club of Agence Bio
- › An online platform that allows investors and project leaders to connect



To structure and develop the regional organic sector

3. TO TRAIN COMPANIES

- A diversified training offer, adapted to the needs of agri-food companies
- Training courses, financed by official training funds (OPCA)
- Qualified speakers

ACTION 2 : To support the introduction of organic products in collective catering

IN 2021 OUR SUPPORT IS :

90

ORGANISATIONS
SUPPORTED

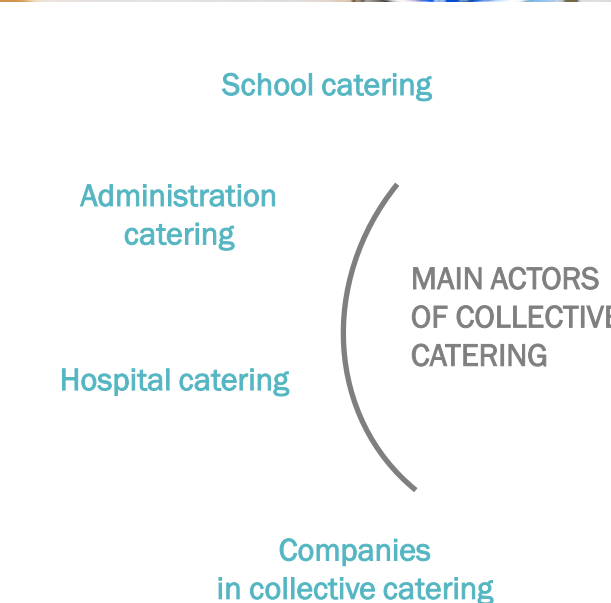
7

ORGANISATIONS
LABELLED

5

CHARTERS SIGNED

To support the introduction of organic products in collective catering



1. OUR CONSULTING OFFER

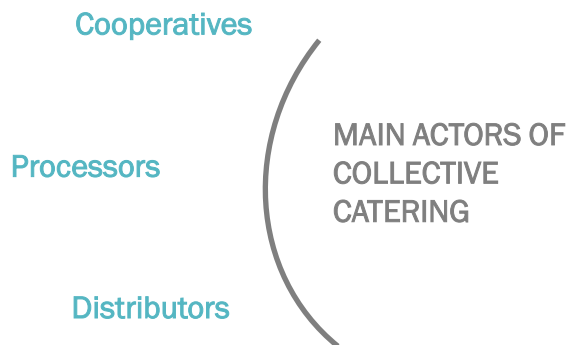
- **Charters of commitment:** global consulting for establishments, administrations, audit, public contracts, etc.
- **Quick advice,** adapted to each situation
- **Support to territories:** global studies of collective catering, collective days, etc..
- **Training:** EGAlim, public market, cooking and culinary

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To support the introduction of organic products in collective catering

2. TO SUPPORT THE ORGANIC SECTOR IN COLLECTIVE CATERING MARKET



- Leading of « collective catering » commission, to allow exchanges and implementation of collective projects
- Individual and collective consulting of companies
- Organization of sectorial events

To support the introduction of organic products in collective catering

- Organization of professional meetings, in favor of organic and local collective catering : supplier fairs, conferences, cooking demonstrations
- **Work and studies in partnership with institutions and partners**, for the implementation of specific tools



To support the introduction of organic products in collective catering



THE PARTNERS :



4. TO COORDINATE REGIONAL ACTIONS

- We are a member of the Regional Pole of Skills, and cosigners of National/Regional Roadmap for sustainable and local food in Nouvelle-Aquitaine
- Coordination of regional action plans, for the development of organic products in collective catering.
Leading of regional portal of collective catering.

ACTION 3 : To promote the regional organic products

IN 2021, OUR CERTIFICATION LABEL BIO SUD OUEST FRANCE IS :

2

AGREEMENT
COMITEES

400

PRODUCTS
CERTIFIED

1

DEVELOPMENT
FUND CREATED
TO SUPPORT THE
REGIONAL ORGANIC
SECTOR

IN 2021, «ORGANIC TERRITORY» IN NOUVELLE-AQUITAINE IS :

246

TERRITORIES &
INSTITUTIONS
REWARDED

+19

REWARDED
IN ONE YEAR

50%

OF THE FLIES
FOR COLLECTIVE
CATERING



To ensure the promotion of regional organic products



1. MANAGEMENT OF A REGIONAL BANNER « BIO SUD OUEST FRANCE » ON PROFESSIONAL AND CONSUMERS FAIRES

- We provide with turnkey booths at renowned organic fairs: Biofach, Natexpo, Marjolaine

2. ORGANIZATION OF THEMATIC EVENTS

- Creation of annual events related to the news and needs of the sectors: buyers meetings, sectorial exchange forums, etc.

3. COMMUNICATION ON THE REGIONAL ORGANIC OFFER

- Realisation of a biennial guide to regional organic companies

BIO SUD OUEST FRANCE

You can be sure that you eat organic and regional !

1. Organic agriculture
certified products

2. Raw materiel
coming from
South-West of
France



3. Products
processed
in South-West
of France

5. An
independant
control realized
by certifying
bodies

4. A commitment
to fair income
for producers
and processors
through contracting

THE GOALS

- › Promoting regional production and supply
- › Supporting contractual relations between producers and organic companies in Nouvelle-Aquitaine
- › Providing clear identification of organic and regional products with a product sticker.

TERRITOIRE BIO ENGAGÉ (committed organic territory)



This label rewards local authorities and establishments that have achieved:

- › Over 15% of their utilized agricultural surfaces is organic
- › More than 22% of products in the collective catering meals are organic



Label for local authorities :
for surfaces and collective catering



Label for institutions/ establishments :
schools, administration restaurants, centralizer kitchen

ACTION 4 : To represent the organic sector

Organic sector must have a place!



1. REPRESENTATION OF THE ORGANIC SECTOR IN LINK WITH THE PUBLIC BODIES

- Construction of an action plan at the regional level, every five years, between the representatives of the State and the Region to settle common objectives to develop organic in terms of actions, measures and grants.

2. REPRESENTATION OF THE ORGANIC SECTOR INTO THE CONVENTIONAL ORGANIZATIONS

- To ensure a good place for organic sector in the policies of chamber of agriculture, cooperatives and agri-food associations

3. REPRESENTATION OF ORGANIC ABROAD

- Representation of the regional organic sector at the and european level, and also in case of international cooperation

- Biggest regional organic association in France (it worth it ;)
- Faithful memberships
- Good participation to the meetings
- Number of candidates to the board
- Became referent on many issues (local brands, organic in collective catering, organic value chain studies, international cooperation)

- Creation of trust conditions between all the actors of the chain, from the farmers to the processors
- Dealing for grants every year
- Concurrence of some other organisations (sometimes members)

- Adaptation to the new market situation
- Keep on convincing on the need of organic at every level (political and farmers organisations)

5 11 janvier 2023

**To stay tuned !
Thank you Ekoagros !
And best wishes
for organic in Lithuania !**



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