



Golden Case Ferme de Mairey

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Advisinar

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Ferme de Mairey
Source : Thomas Journot

**How a shared processing workshop
unlocked short food chain
access to meat for a whole
community of producers ?**





Starting point : Processing products in compliance with regulations in order to access short food supply chains (SFSC)



Selling meat in short chains requires slaughtering, cutting and processing in an approved facility.



A new or small-scale producer cannot afford to build an individual workshop — investment costs are high relative to early-stage volumes.



Yet producers want to control the quality and authenticity of their own products themselves.



Without processing capacity, many would have to abandon SFSC sales entirely, or rely on costly third-party service providers.



Source : Thomas Jounot

The processing step

is the missing link that determines whether a farm can join a short food supply chain at all.



The solution of Pascal Laprée in La Ferme de Mairey : an open-door workshop



Pascal Laprée invested in his own approved workshop for poultry slaughtering, cutting and processing — then opened it to other producers in the region, particularly those who are just starting out.



1

Join & comply

New producers contact Pascal, complete hygiene training, and agree to internal regulations.



2

Pay a fair share

€200/day covers water, electricity and cleaning — far less than building an individual workshop.



3

Process & sell

Each producer keeps ownership of their product and recipe, while selling through their own short chains.



La Ferme de Mairey - Overview

« On the outskirts of the Auxois region, on the edge of the Morvan, we raise our Mulard ducks and sheep in the open air. As breeders and producers for over 30 years, our foie gras and all of our products are made on-site using traditional methods.

In line with our values, we have chosen to convert our sheep farm and our crops to organic farming. Following the acquisition of a mill, we process our grains into organic flour right here on the” farm (wheat, chickpeas, spelt, einkorn, and lentils). »



PASCA LAPRÉE

PRODUCTEUR À MAIREY - 21320 MONT-SAINT-JEAN



Les Canards



L'Agneau



Le Grenier
Vermont



A model that has grown for over 20 years



~15

producers are using the workshop
once a week



10,000+

consumers reached
by Ferme de Mairey alone



€2M

estimated annual turnover
from all producers using the
workshop



60,000

transactions per year
(~5,000 per month)



Half of the producers using the workshop have been established for less than 5 years — the workshop is consistently lowering the barrier to entry for new short food chain businesses.

“It is also gratifying to know that we have been able to create jobs in rural areas.”

quote from an interview with Pascal Laprée



Advisory support: the role of CERD

Françoise Morizot-Braud, from the CERD — Centre d'Études et de Ressources sur la Diversification — has accompanied this case since the start



START-UP

Building the project

Helped prepare the approval application; training on hygiene, HACCP and sterilisation control funded via VIVEA, with the Côte d'Or Chamber of Agriculture.

NOW

Staying compliant & growing

The CERD continues to provide support in updating the accreditation file in line with environmental and regulatory developments.

Pascal Laprée now also informally advises newcomer producers himself.

NEEDED

Looking ahead

Continued support on collective health organisation, responsibility, traceability and alert management as the network of users keeps changing.

Advice and expertise in the field of processing and hygiene tailored to small processing workshops remain scarce, even though they have developed since 1990, the year in which CERD, an association of producers in the Burgundy region, was created to provide support on these issues.

Why this is a CORENET Golden Case



Innovating

The innovation lies in the collective organization of processing in order to sell through short supply chains and fully meet consumer expectations in terms of product quality and authenticity.



Local market focus

Côte d'Or, Nièvre, Yonne — with some reach to Paris



Active advising

Deliberate use of CERD support to raise quality & performance



Self-government

Autonomy for every producer over recipe & product -> thanks to the flexibility provided by the workshop recipes can be continuously improved.



Collaboration, not competition

Shared risk, shared workshop, shared knowledge.
Producers help each other and are helped by the CERD.

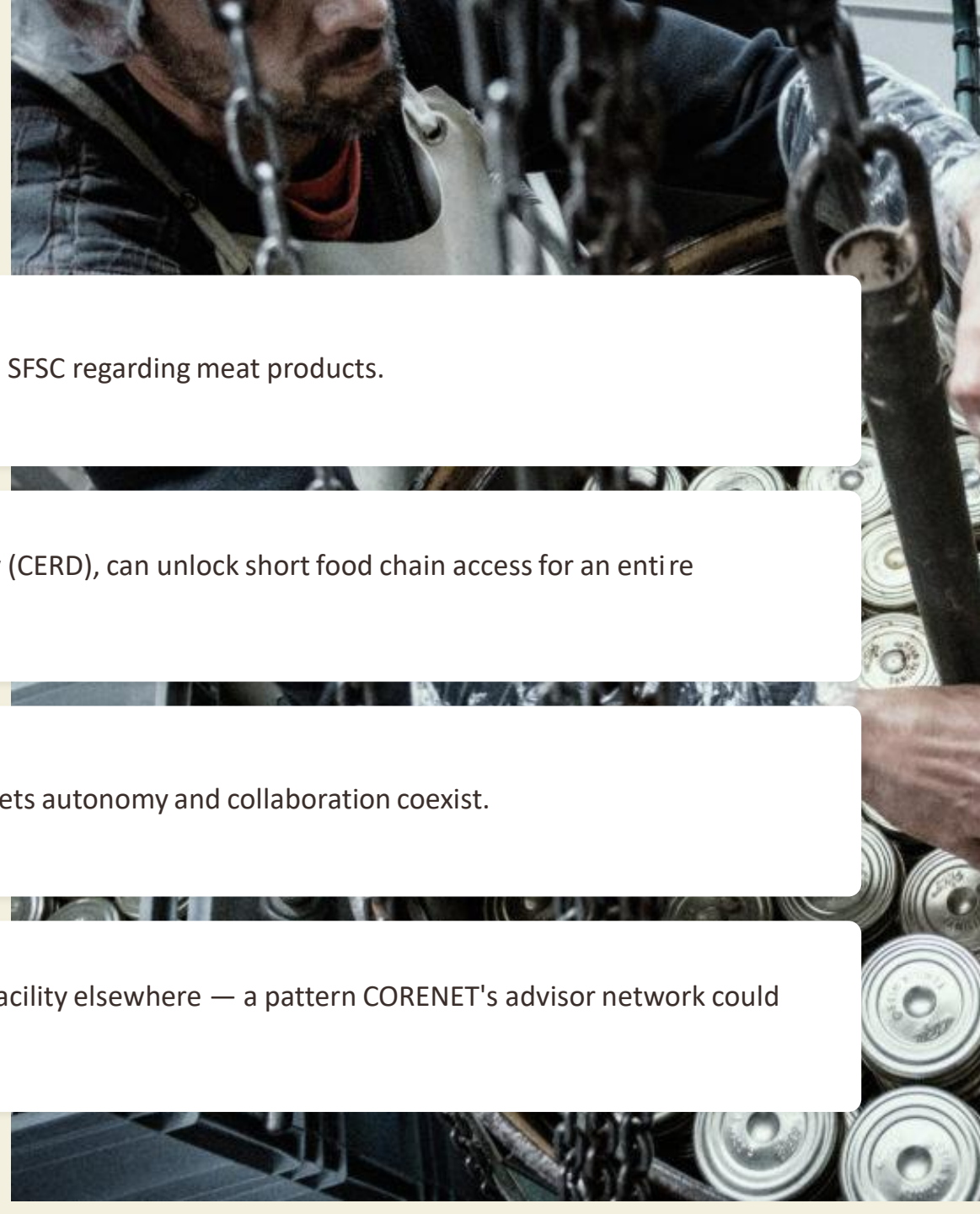


Scalable & replicated

This model was replicated, a second workshop was created in Autun by a producer who used Pascal Laprée's workshop for 8 years.



What can we learn from this case in COREnet's network?



1

Processing capacity, not market access, is often the real bottleneck for SFSC regarding meat products.

2

A single committed local leader, backed by a specialised advisory body (CERD), can unlock short food chain access for an entire community of producers.

3

Light-touch, fair-cost governance (internal regulations, day-rate fees) lets autonomy and collaboration coexist.

4

The model is replicable: success in one territory can inspire a second facility elsewhere — a pattern CORENET's advisor network could actively support.

The CERD a member of the French SFSC Network (RMT Alimentation Locale)

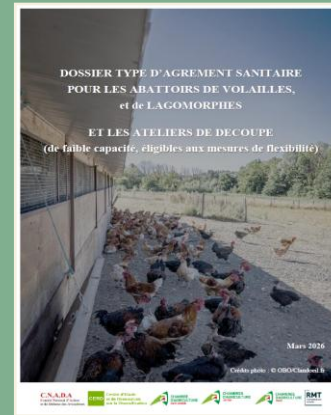
RMT
Alimentation Locale



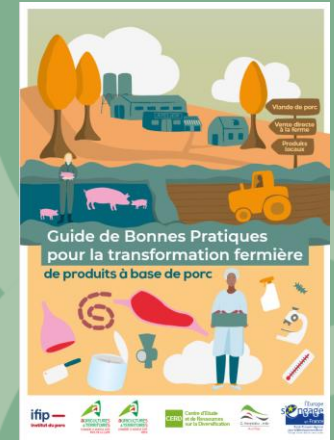
The VICTOR Project:
Operational Tools to Support
Farmers in Short Supply Chains



Publication | Processing Plant-
Based Products for Short
Supply Chains



Publication of the Standard
Health Approval Checklist for
Small Poultry and Lagomorph
Slaughterhouses and Cutting
Plants



The Best Practices Guide for On-
Farm Processing of Pork Products



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Thank you!

Visit our website
shortfoodchain.eu



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