

CORENET Good SFSC Practice No 29:	
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Insert photo or any visual image or diagram e.g. SNA diagram/Word or Image Collage (Optional)	
Short title in English	TransFarmEarth : collective food processing for more efficient, adaptable and diversified short supply chains
Choose relevant advising categories below* and provide short explanation:	
a Business planning and strategy:	Agrobio35 provided guidance on the launch of 'TransFarmEarth', including a feasibility study and technical and economic analyses. One monthly meeting chaired by Agrobio 35 throughout the feasibility study phase, intended to serve as the decision-making forum.
b Distribution and logistics:	
c Regulatory compliance:	Agrobio35 provided advice to select the equipment, laboratory layout and health and safety requirements (with the support of the CTCPA in Nantes). A legal studied <ith support from a specialist lawyer has been carried out to support the structure
d Better partnering:	Agrobio35 helped to mobilise market gardeners and fruit growers to join the initiative. Agrobio35 also provided support with Sociogest, a consultancy specialising in sociocratif governance to develop an internal regulation.
e Technology:	
f Production & processing:	TransFarmEarth is an initiative focused on food processing, so advice in this area was crucial (choosing the equipment, developping the recipes...) and was provided throughout the project by Agrobio35 as well as CFPPA in Florac and CTCPA in Nantes).
g Packaging:	
h Branding and marketing:	Communication tools were created with help from 38 degrés 5 and Sébastien Longechaud.
Basic information on knowledge and advice provided: e.g. private or public funded organization/advisor, peer to peer knowledge exchange, etc.	Long term support was provided by Agrobio35, a departmental association supporting organic farming, is part of a network linked to a regional and national federation. Specialist advisors have been brought in for their expertise in the following areas: legislation, technical matters (CTCPA in Nantes, CFPPA in Florac), communication (38 degrés 5) and governance (Sociogest). Funding : a large proportion of the funding comes from public sources: towns, metropolitan areas, communities of municipalities, region... There were different fundings for the feasibility study and the implementation phase/
*See The CORENET SFSC Charter 1 4. C SFSC ADVISING.	

Short summary for practitioners in English on the <u>(final or expected) outcomes</u> (1000-1500 characters, word count – no spaces). <i>Do not complete if the summary below is completed in English</i> This summary should be as interesting as possible for farmers/end-users, using <u>a direct and easy understandable language</u> and pointing out entrepreneurial elements which are particularly relevant for practitioners (e.g. related to cost, productivity etc). Research oriented aspects which do not help the understanding of the practice itself should be avoided.	TransFarmEarth is a farmer-led cooperative processing facility in western France designed to turn surplus and unsold organic produce into value-added products. Instead of wasting vegetables and fruits, farmers can process them into soups, sauces, jams or fermented goods, extending shelf life and creating new income streams. The model is simple: producers either pay for a processing service or rent the fully equipped facility to do it themselves . By sharing equipment and costs, farmers avoid heavy individual investments while accessing professional capacity of up to 500 kg per day. This approach directly improves profitability by reducing losses and increasing product diversity. In 2024, the facility processed up to 15 tons (estimated 20 to 30 tons for 2025) and generated €50,000 turnover (estimated around 75 000€ for 2025), with strong growth expected. The cooperative structure ensures that farmers keep control over pricing, production choices and marketing through their own sales channels. It also creates local jobs and strengthens collaboration between producers and artisans. A key driver of success is strong advisory support at every stage. From the start, experts helped farmers assess market demand, design the business model and choose the right equipment. Legal advisors structured the cooperative, while technical specialists supported food processing methods and recipe development. Ongoing advice also includes training (e.g. equipment use), digital tools for managing bookings and accounting support. This external expertise reduced risks, saved time and helped farmers make better investment decisions.
	Main results/outcomes of the activity (expected or final) TransFarmEarth helps farmers reduce losses by turning surplus and unsold organic produce into value-added products, creating new income streams. It improves profitability by sharing a costly processing facility, avoiding individual investment while accessing professional equipment. Production capacity and revenues are growing, with 10–15 tons processed in 2024 and turnover increasing from €50,000 to up to €80,000 in 2025. The initiative strengthens local cooperation, involving around 50 producers and artisans and supporting job creation. Targeted advisory support (technical, legal and business) has been key to reducing risks, improving decisions and ensuring the project's economic viability. The main practical recommendation(s): what would be the main added value/benefit/opportunities to the end-user if the generated knowledge is implemented? How can the practitioner make use of the results? The main benefit for farmers is higher income and lower waste by turning surplus produce into value-added products instead of losses. By sharing a processing facility, they can reduce investment costs while accessing professional equipment and new market opportunities. Practitioners can use this model by collaborating locally, pooling resources and integrating processing into their farm strategy. With the support of targeted advisory services (technical, legal, business), they can reduce risks and make better decisions. In this example, by providing targeted technical, legal and management support, advisors help actors in short supply chains reduce risks and scale their activities more efficiently. Further information/references:

Actors, stakeholders	Agrobio35, TransFarmEarth
Region, Country	Brittany, France
Media attachment (e.g. video) or other attachment (e.g. benchmarking data)?	https://www.youtube.com/watch?v=djnl74J58&t=50s

Short title in <u>native language</u>	TransFarmEarth : la transformation alimentaire en collectif pour des circuits courts plus efficaces, adaptables et diversifiés
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Short summary for practitioners in <u>native language</u> (can be the language of the coordinator / one of the partners - otherwise in English) (1000-1500 characters, word count – no spaces).	TransFarmEarth est une coopérative de transformation alimentaire gérée par des agriculteurs, située en Bretagne, qui a pour objectif de transformer les excédents et les invendus de produits biologiques en produits à valeur ajoutée. Au lieu de gaspiller leurs fruits et légumes, les agriculteurs peuvent les transformer en soupes, sauces, confitures ou produits fermentés, ce qui prolonge leur durée de conservation et crée de nouvelles sources de revenus. Le modèle est simple : les producteurs paient soit pour un service de transformation, soit louent l'installation entièrement équipée pour le faire eux-mêmes. En partageant le matériel et les coûts, les agriculteurs évitent de lourds investissements individuels tout en ayant accès à une capacité de production professionnelle pouvant atteindre 500 kg par jour. Cette approche améliore directement la rentabilité en réduisant les pertes et en augmentant la diversité des produits. En 2024, l'installation a transformé jusqu'à 15 tonnes (estimation de 20 à 30 tonnes pour 2025) et généré un chiffre d'affaires de 50 000 € (estimation d'environ 75 000 € pour 2025), avec une forte croissance attendue. La structure coopérative garantit aux agriculteurs le contrôle des prix, des choix de production et de la commercialisation via leurs propres canaux de vente. Elle crée également des emplois locaux et renforce la collaboration entre producteurs et artisans. L'un des principaux facteurs de réussite est le solide accompagnement offert à chaque étape. Dès le début, des experts ont aidé les agriculteurs à évaluer la demande du marché, à concevoir le modèle économique et à choisir le matériel adéquat. Des conseillers juridiques ont structuré la coopérative, tandis que des spécialistes techniques ont apporté leur soutien pour les méthodes de transformation alimentaire et l'élaboration de recettes. L'accompagnement continu comprend également des formations (par exemple sur l'utilisation du matériel), des outils numériques pour la gestion des réservations et un soutien comptable. Cette expertise externe a permis de réduire les risques, de gagner du temps et d'aider les agriculteurs à prendre de meilleures décisions d'investissement.
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