

CORENET Good SFSC Practice No 30:	
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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	Ferme de Mairey: a farm processing workshop shared with other producers to open access to short food supply chains (SFSC)
Choose relevant advising categories below* and provide short explanation:	
a Business planning and strategy:	CERD, together with the Côte-d'Or Chamber of Agriculture, supported Pascal Laprée when a collective processing project stalled locally and he decided to invest alone while opening the workshop to other producers. They helped put together the funding application (30% start-up subsidy).
b Distribution and logistics:	
c Regulatory compliance:	CERD helped prepare the health approval application for the workshop (poultry slaughtering, meat cutting, hot processing with sterilisation) and continues to update the approval file in line with regulatory and environmental developments. It also supported the design of the collective health organisation (responsibility, traceability, alert management) and the drafting of the workshop's internal regulations.
d Better partnering:	CERD refers project leaders and new farmers to the workshop as part of its advisory activities. Peer-to-peer exchanges between users, and with Pascal Laprée who acts as an informal advisor, help newcomers get started.
e Technology:	
f Production & processing:	Processing is the core of the initiative. CERD provides training funded by VIVEA (hygiene, HACCP methods, sterilisation control, vacuum packing) and one-off individual advice by email, phone or video call to adjust processes and recipes (suitability of ingredients, sterilisation scales, organoleptic quality). CERD also advised on workshop design when a former user built a similar workshop in Autun.
g Packaging:	
h Branding and marketing:	
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 CERD (Centre d'Etudes et de Ressources sur la Diversification), an association created by Burgundy producers in 1990 to advise farmers on on-farm processing and short supply chains; the farm is a member. At start-up, CERD worked in collaboration with the Côte-d'Or Chamber of Agriculture. Peer-to-peer knowledge exchange is strong: the workshop owner informally coaches users, and users share their questions and experience. Funding: training courses are funded by VIVEA (national training fund for farmers) and individual advice has been financed through various sources over the years. A subsidy covered 30% of the workshop's start-up costs; users pay €200/day to cover operating costs.

*See The CORENET SFSC Charter 1 4. C SFSC ADVISING.	
Short summary for practitioners in English on the (final or expected) outcomes (1000-1500 characters, word count – no spaces). Do not complete if the summary below is completed in English This summary should be as interesting as possible for farmers/end-users, using a direct and easy understandable language 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.	Ferme de Mairey is a family farm in Burgundy (France) selling organic poultry, meat, flours and lentils through many short food supply chains. Since 2002 it has run an approved on-farm workshop for poultry slaughtering, meat cutting and processing (including sterilised ready meals). Pascal Laprée invested alone after a collective project stalled, and opened the workshop to other farmers one day a week. For new farmers, building an approved workshop is too costly while volumes are still low. At Mairey, around 15 producers – half of them set up less than five years ago – process their own products for €200 per day, covering water, electricity and cleaning. Each producer keeps ownership of and responsibility for their products, develops their own recipes and sells through their own channels (farm shop, markets, CSAs, shops). Together they generate an estimated €2 million in short supply chain sales, while the farm itself has reached €1 million turnover and employs about ten people. Some users later build their own workshop: one now runs a similar shared workshop 50 km away. Advice was key. CERD, a farmers' association specialised in on-farm processing, and the Chamber of Agriculture helped design the project, obtain a 30% start-up subsidy and prepare the health approval. CERD trains users in hygiene, HACCP and sterilisation, helped write the internal rules on responsibility and traceability, and refers new farmers to the workshop. Pascal Laprée also mentors newcomers informally.
	Main results/outcomes of the activity (expected or final) The shared workshop removes a major barrier to short supply chains: access to an approved processing facility. Around 15 producers use it each week, 50% of them recently established, and they generate an estimated €2 million in short supply chain sales – most say this would have been impossible, or much harder, without the workshop. The farm itself reached €1 million turnover, employs about ten people and will be taken over by the next generation. The model has been replicated in a second shared duck processing workshop in Autun. Advice from CERD and the Chamber of Agriculture (funding, health approval, training, internal rules) made it possible for a single farmer to share his facility safely with others. 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? Farmers who already own an approved processing workshop can open it to other producers on a simple basis: a daily fee covering running costs, mandatory hygiene training and clear internal rules on responsibility, traceability and alert management. This helps amortise the investment and builds a local network. Starting farmers can test processing and short supply chain sales without heavy investment, then decide whether to build their own workshop. In this example, advisors play a key role by helping with the approval file and funding, training users in hygiene and process control (e.g. sterilisation), drafting internal rules and connecting new farmers with existing workshops. Further information/references:
Actors, stakeholders	CERD, Ferme de Mairey (Pascal Laprée), Chambre d'agriculture de Côte-d'Or
Region, Country	Bourgogne-Franche-Comté, France

Media attachment (e.g. video) or other attachment (e.g. benchmarking data)?	https://lapreepascal.com/ https://www.francebleu.fr/infos/agriculture-peche/concours-general-agricole-un-producteur-de-canard-de-cote-d-or-decroche-la-medaille-d-argent-3343465
Short title in native language	Ferme de Mairey : un atelier de transformation à la ferme ouvert aux autres producteurs pour faciliter l'accès aux circuits courts
Short summary for practitioners in native language (can be the language of the coordinator / one of the partners - otherwise in English) (1000-1500 characters, word count – no spaces).	La Ferme de Mairey est une exploitation familiale de Côte-d'Or (Bourgogne) qui commercialise en circuits courts des volailles, viandes, farines et lentilles biologiques. Depuis 2002, elle dispose d'un atelier agréé d'abattage de volailles, de découpe et de transformation (dont des plats cuisinés stérilisés). Après l'échec local d'un projet collectif, l'agriculteur Pascal Laprée a investi seul et ouvert son atelier aux autres producteurs un jour par semaine. Pour un agriculteur qui s'installe, construire un atelier agréé est trop coûteux tant que les volumes restent faibles. À Mairey, une quinzaine de producteurs – dont la moitié installés depuis moins de cinq ans – transforment eux-mêmes leurs produits pour 200 € par jour, couvrant l'eau, l'électricité et les produits de nettoyage. Chacun reste propriétaire et responsable de ses produits, élabore ses propres recettes et vend via ses propres circuits (vente à la ferme, marchés, AMAP, magasins). Ensemble, ils réalisent environ 2 millions d'euros de chiffre d'affaires en circuits courts, tandis que la ferme elle-même atteint 1 million d'euros et emploie une dizaine de personnes. Certains utilisateurs investissent ensuite dans leur propre atelier : l'un d'eux gère aujourd'hui un atelier partagé similaire à 50 km. Le conseil a été déterminant. Le CERD, association de producteurs spécialisée dans la transformation à la ferme, et la Chambre d'agriculture ont aidé à concevoir le projet, à obtenir une subvention de 30 % au démarrage et à monter le dossier d'agrément sanitaire. Le CERD forme les utilisateurs à l'hygiène, à la méthode HACCP et à la stérilisation, a aidé à rédiger le règlement intérieur (responsabilité, traçabilité) et oriente les nouveaux agriculteurs vers l'atelier. Pascal Laprée accompagne aussi les nouveaux venus de manière informelle.