



COGEC A PRESIDENCY **BUSINESS FORUM**  
ENERGY TRANSITION AND AGRI-COOPERATIVES

14 JUNE 2017 | 14:30—18:00 | COPA-COGECA | BRUSSELS

# Energy Transition and Agri-cooperatives

COGEGA PRESIDENCY BUSINESS FORUM

## PROGRAMME

14:30 **Welcome session**

Opening words by Thomas MAGNUSSON, President of Cogeca

Introduction by Christian PÈES, Coordinator of the Cogeca Presidency Business *Fora*

14:50 **Energy efficiency and renewable energy: drivers for agri-food cooperatives business models**

Keynote presentation by Carlo Alberto CAMPIOTTI, Head of Agriculture Unit, Technical Unit Energy Efficiency at ENEA

*Presentation of the SCOOPE project (Saving Cooperative Energy)*

15:25 **Energy transition and agri-cooperatives**

Panel debate:

Jean-Yves MENARD, Terrena - France

Luc PEETERS, BelOrta – Belgium

Alarik SANDRUP, Lantmännen Agroetanol - Sweden

Moderated by Darren ENNIS, Strategic Communications Lead - International Project  
- UK Prime Minister's Office and Cabinet Office Communications.

16:25 **Energy Boost – Health break**

16:45 **Renewable energy solutions: closing the circle**

Panel debate:

Tytti PELTONEN, Metsä Group - Finland

Lorenzo VALTIERI, Gruppo Caviro - Italy

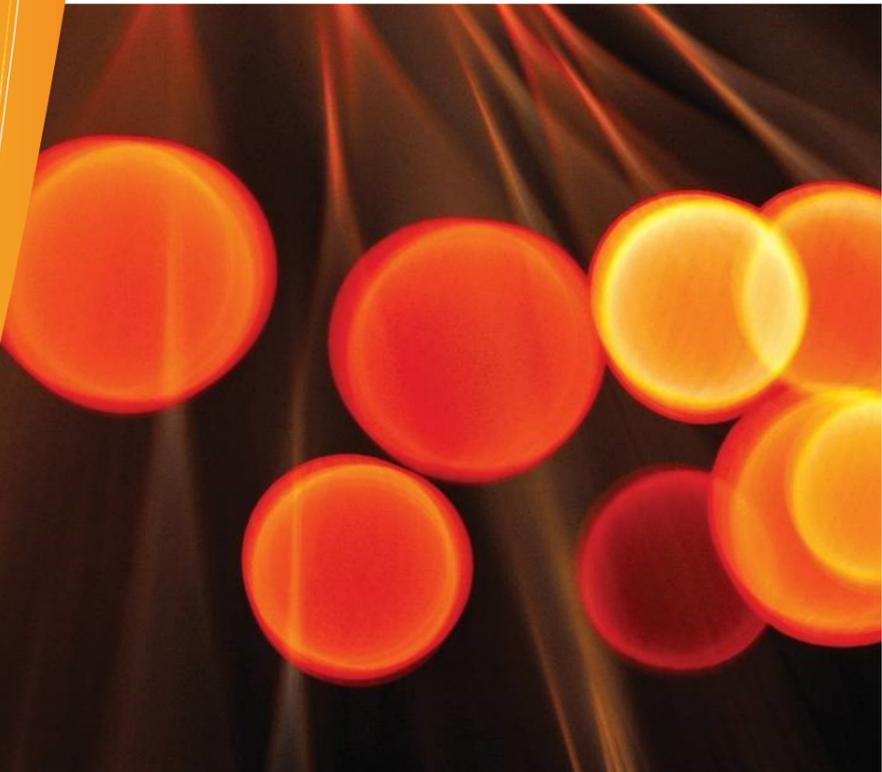
Alejandro VELASCO, Agropal - Spain

Moderated by Darren ENNIS, Strategic Communications Lead - International Project  
- UK Prime Minister's Office and Cabinet Office Communications.

17:30 **Closing session**

Conclusions by Mr Thomas MAGNUSSON, President of Cogeca

*End of the Business Forum*



CONNECTING THE DOTS  
BETWEEN AGRICULTURE, FOOD, FIBRE  
AND ENERGY.

# Keynote Speaker

## CARLO ALBERTO CAMPIOTTI

ENEA research manager and expert on Energy Efficiency in Agriculture and Agrofood, sustainable technology, hydroponics, and innovation. He has been ENEA responsible of many national and European projects.

He was also responsible of research activity in Antarctica. Convener and lecturer in many workshops, and member of technical and scientific commissions. Responsible of several research contracts and agreements with universities, associations and SMEs, and author/co-author of more than 200 publications on scientific journal and magazines.

Today is in staff with the Technical Unit for Energy Efficiency (UTEE) and responsible of the project on Agriculture and Food Industry, and technical member of the ENEA Commission held in the frame of the Protocol ENEA-Minister of Foreign Affairs, Dpt. International Cooperation for Africa.



## ENEA multidisciplinary competences

**ENEA is the name for Italian National Agency for New Technologies, Energy and Sustainable Economic Development.**

The Agency's activities are mainly focused on Energy Efficiency, Renewable Energy Sources, Nuclear Energy, Climate and the Environment, Safety and Health, New Technologies, Electric System Research.

ENEA's multidisciplinary competences and great expertise in managing complex research projects are put at the disposal of the Country system. Specifically, its activities are devoted to: basic, mission-oriented, and industrial research exploiting wide-ranging expertise as well as experimental facilities, specialized laboratories, advanced equipment.

ENEA also develops new technologies and advanced applications; provides public and private bodies with high-tech services, studies, measurements, tests and assessments; delivers training and information activities aimed at providing greater public knowledge and awareness on the Agency's fields of competence, and a higher level of dissemination and transfer of research results, thus promoting their exploitation for production purposes.



## Moderator

**DARREN ENNIS**

STRATEGIC COMMUNICATIONS LEAD, UK PRIME MINISTER AND CABINET OFFICE



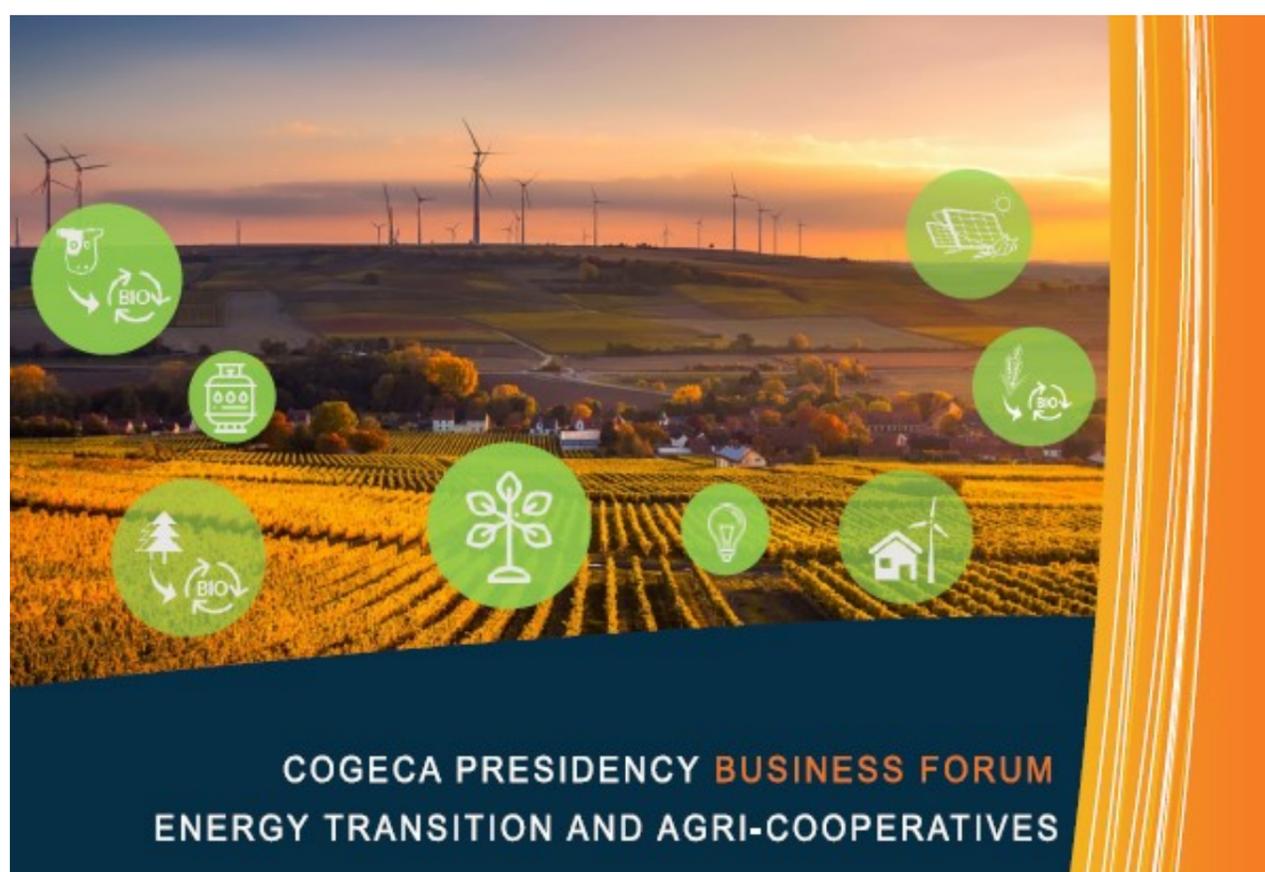
A former award-winning Reuters journalist, Darren is a specialist in strategic communications, government relations, reputation management, media, and international affairs, helping individuals, businesses and governments raise their profile effectively and influence key decision-makers and the public.

He is currently a strategic communications advisor in the UK Prime Minister and Cabinet Office as part of the UK Government Communication Service supporting projects in Europe and the Middle East.

During his 10 years in Brussels, Darren covered agriculture, trade and commodities among other topics for Reuters before upon her appointment, EU High Representative for foreign and security policy Catherine Ashton appointed him as her strategic communications advisor giving him a key role in developing her narrative for EU foreign policy and responsibility for creating the communications team that now supports the European External Action Service across the globe.

During this time he travelled with extensively with HRVP Ashton acting as her spokesperson and advising her on a wide range of issues from Iran and the Middle East Process to the UN, G20 and NATO.

Prior to his current role, Darren was Head of External Communications for Sellafield Ltd – the world's largest, most complex nuclear site and a wholly-owned subsidiary of the UK Government . He has also advised numerous other governments and organisations around the world including in Ireland, Germany, Russia, Ukraine, Africa, Middle East and international organizations such as UN, WTO, FIFA, UEFA and IOC.



# Panellist

## JEAN-YVES MENARD, TERRENA



Jean-Yves MENARD is a farmer, a TERRENA member and, above all, a "Forward Looking Farmer". This is the title that the cooperative gives to its members who have chosen to test "La Nouvelle Agriculture" solutions ("New Farming" solutions). These solutions are developed by to support farmers in the transition TERRENA's R&D expert engineers

towards a form of farming which is ecologically intensive, creates added value, is sustainable and is more environmentally friendly.

It was in the context of the Forward Looking Farmers project that Jean-Yves MENARD and his associates were able to devote their efforts to constructing their anaerobic digestion plant (65 kWe) in 2011, made possible thanks to TERRENA's technical and financial support.

TERRENA took responsibility for the management of the project, from its design right through to the receipt of the facility.

The "Forward Looking Farmer" project also provides for a technical and financial risk-sharing arrangement, which was implemented from the moment electricity was first fed into the grid (February 2014) up until the end of the first 24 months of the facility's operation (February 2016).

### TERRENA



Since 2008, Terrena has been using La Nouvelle Agriculture® ("New Farming") solutions across its sectors and production areas, offering farmers new practices to produce more and better with less: less chemical inputs, less water, greater respect for soil and animal welfare, etc. Our Forward Looking Farmers test innovative solutions based on ecologically intensive farming on full-scale farms.

Terrena guarantees the origin of products and offers quality food that is accessible to all, providing a bright future for both consumers and for French farming. Among the awards it has received are the Cogeca European Award for Cooperative Innovation in 2012, the Pays de la Loire Territories Innovation Trophy in 2013 as well as the Good Rabbit and the Good Chicken Animal Welfare Awards respectively in 2015 and 2016, presented by the association Compassion in World Farming (CIWF).

- Creation: 1887
- First French multi-purpose agri-food cooperative
- 470 sites in the heart France's western departments
- Departments: Loire-Atlantique, Maine-et-Loire, Mayenne, Deux-Sèvres and Vienne
- Activities: supply; machinery and technology; collection,
- Storage, processing, packaging; distribution
- Sectors: arable crops; market garden products; poultry and monogastrics;
- Ruminants; wine; organic farming; animal feed
- 29,000 members
- 15,900 employees
- Territory of 2 million ha UAA
- Turnover: €5,200 million

## Panellist

### TYTTI PELTONEN - METSÄ GROUP



Tytti Peltonen is Vice President for Corporate Affairs at Metsä Group. Metsä Group is a responsible Finnish forest industry group whose high-quality products are made from renewable Northern wood.

In her current position, Ms Peltonen is responsible for the Group's corporate affairs - from following and identifying legislative agenda to coordinating advocacy activities in the EU and national level networks.

Ms Peltonen holds a Master's degree in Law from Helsinki University, Faculty of Law, and a post-graduate Master of Laws degree, LL.M, from Leiden University, the Netherlands.

Ms Peltonen has acquired work experience in advocacy and public affairs at the national and EU-level by working for industry and trade associations and by heading the Brussels office of Confederation of Finnish Industries EK.

#### **METSÄ GROUP**

Metsä Group is a forerunner in sustainable bioeconomy utilising renewable wood from sustainably managed northern forests.

Metsä Group focuses on wood supply and forest services, wood products, pulp, fresh fibre paperboards and tissue and cooking papers.

Metsä Group's sales totalled EUR 4.7 billion in 2016, and it employs approximately 9,300 people.

The Group operates in some 30 countries. Metsäliitto Cooperative is the parent company of Metsä Group and owned by approximately 104,000 Finnish forest owners.



# Panellist

## ALARIK SANDRUP, LANTMÄNNEN

Alarik Sandrup works as Director of Public and Regulatory Affairs at Lantmännen since August 2016. In 2014 to 2016 he was working as Country and Program Director for the Swedish NGO “We Effect” (Former “Swedish Cooperative Centre”) with agricultural development and farmers’ organizations and cooperatives in Malawi, south-east Africa.

Between 2009 and 2014 he was Director of Public and Governmental Affairs at Lantmännen Energi, the energy sector of the Lantmännen Group. He has worked for Federation of Swedish Farmers (LRF) for ten years in Brussels and Stockholm, mainly with issues related to crop production, sustainability, climate change and bioenergy. He has also worked for the Ministry of Agriculture, as a consultant in the Baltic countries, Russia and Macedonia and with practical farming for a number of years.

He has a Master Degree in Agricultural Economics as well as a University Degree in Farm Management from the Swedish University of Agricultural Sciences. Mr. Sandrup is a board member of World Bioenergy Association, Swedish Bioenergy Association, Swedish Petroleum and Biofuel Institute, ePURE – the European Renewable Ethanol Association and a member of Copa-Cogeca’s WP Bioenergy. He is also a fellow of the Royal Swedish Academy of Agriculture and Forestry (KSLA).



### LANTMÄNNEN

Lantmännen is an agricultural cooperative and Northern Europe’s leader in agriculture, machinery, bioenergy and food products. Owned by 25.000 Swedish farmers, we have more than 10.000 employees, operations in over 20 countries and an annual turnover of Euro 3.9 billion and if our shares in joint ventures are included Euro 5.3 billion.

With grain as our basis, we create value from farmland resources to make farming thrive. Some of our best-known food brands are AXA, Kungsörnen, GoGreen, Schulstad, Gooh!, Finn Crisp and Bonjour. Our company is founded on knowledge and values built up through generations of owners. Having research, development and operations throughout the value chain means that we can take responsibility together – from field to fork.

The Agriculture, Energy and Food Sectors have ownership interests in a number of international companies. These companies’ operations are primarily located in the Nordic region, Germany, Poland and the Baltic countries.

Lantmännen has four sectors:

- The **Agriculture Sector** constitutes Lantmännen's core business and offers products and services to promote strong, competitive farming.
- The **Machinery Sector** comprises three business areas: Lantmännen Maskin with farm machinery, Swecon with machinery from Volvo Construction Equipment and Agro Oil with lubricants.
- The **Food Sector** develops, processes and markets products that include flour, breakfast foods, pasta, frozen and fresh bread, crispbread and ready-to-eat meals.
- The **Energy Sector** is Sweden’s largest producer of bioenergy products and sustainable energy. The Sector’s companies manufacture and market sustainable ethanol, protein feed, glucose syrup, starch products, alkylate petrol, potable spirits and gluten.



## Panellist

### LUC PEETERS - BELORTA



Luc Peeters, holds a master degree in horticultural science, works in fruit and vegetables sector since 1984 after holding several positions in animal farming industry.

He was General Manager of research and development centre for vegetable crops, including responsibility for implementation of national food safety monitoring system for fruit and vegetables.

From 2004 till 2012 he is member of management team of Mechelen Auctions holding responsibility for external relations, food safety legislation, environmental topics and sustainability.

Since the merger with several other auctions to BelOrta in 2012 he became member of staff responsible for external relations. Since 2006 till present he is Chairman of the COPA-COGECA Phytosanitary Working Group and active member of several industry working groups and consultation platforms. Luc Peeters is also member of the EFSA Stakeholder Consultative Group on Emerging Risks.

#### **BELORTA**

BelOrta, headquartered in Sint-Katelijne-Waver (Belgium), is one of Europe's largest co-operative fruit & vegetables auctions. BelOrta is one of the major players in Europe, generating a turnover of over 420 millions €.

**BELORTA**  
*redefining fruit & vegetables*

The cooperative groups 1.350 active producers, most of them located all over Belgium but also in the Netherlands. 350 employees are responsible for transferring nearly 45% of all the Belgian fruits and vegetables production for the fresh market.

The Auction of BelOrta offers a complete range of more than 170 different fruits and vegetables. BelOrta's products are classified into various product families: fruit vegetables, leafy vegetables, stem and stalk vegetables, root crops and tuberous plants, cabbages, pulses, fungi, pears, apples, strawberries and soft fruit.

60% of BelOrta's fruits and vegetables are exported to Germany, France, the Netherlands but also to Canada, US, Japan, South Korea, India and China. These exports are facilitated by in-house offices of the Food Safety Agency and full custom clearance operator.

The domestic market is also supplied with local products through a full range of retailers, wholesalers, local supermarkets and specialized stores.



# Panellist

## ALEJANDRO VELASCO, AGROPAL

Alejandro has been a technical engineer since 1993 and an agronomical engineer since 1996. He obtained a Masters in Safety and Prevention in 2002 and became a Specialist in Professional Coaching in 2010. He began to work professionally at Agropal S. Coop. in 1997.

He has taken on different roles during his time at the cooperative, such as that of head of seed and potato production, staff and production organizer for industry and logistics centres and industrial maintenance. He is currently in charge of the investment and projects department, dealing with process design and facilities, project management and implementation, supplier recruitment and the processing of licenses and public subsidies. The investment volume currently under his management is 40 million euros and his most noteworthy projects being implemented are forage drying and processing, cereals, seeds, fertilisers, animal feed and cheese production. In addition to this, he also works on energy management for industry and for the facilities of the cooperative, including fields such as power supply, biomass and fossil fuels.



Over these 20 years, Agropal has increased its production centres from 7 to 36, its employees from 22 to 380, its producer partners from 1,600 to over 6,000 and its business volume from 10 million euros to 257 million euros, placing Agropal among the top ten cooperatives in Spain.

In particular, the Astudillo and Villoldo forage processing operations and the Cerrato cheese factory have made Agropal S. Coop. the leading cooperative in Spain in both of their respective sectors. Furthermore, Agropal is the top cereal producer from among the first grade cooperatives.

### AGROPAL GRUPO ALIMENTARIO

Agropal is a food cooperative which operates in all areas of the food chain, dealing with a wide range of activities, including the production of raw materials, agricultural goods, processing, sales and distribution, while maintaining the highest quality and traceability standards throughout.



Agropal was set up in 1971 with the aim of defending the interests of its producers. With 46 years of experience and under the ownership of over 6,000 farmers from Castilla y León and Cantabria, the group has managed to become one of the largest cooperatives in Castilla y León and is among the ten largest cooperatives in Spain.

Agropal is a leader in producing and processing alfalfa and forage in Castilla y León as well as cereals and it is the largest cheese cooperative in Spain.

Agropal currently has 36 logistics centres in Castilla y León and Cantabria, with storage capacity for over 500,000 tonnes, available for use by our partners and customers. Furthermore, Agropal has one animal feed factory, one cheese factory, two alfalfa and forage drying facilities for producing bales and pellets of alfalfa and forage, five corn drying facilities, two compound fertiliser production plants, eight shops and supermarkets, seven filling stations which sell to members of the public, 18 seed breeding centres, etc.

In the last tax year, our turnover was 257 million euros. Our staff is made up of 380 professionals at the service of our partners and customers. Thanks to this, Agropal has established itself as a European cooperative model that has assimilated more than a dozen cooperatives from Castilla y León and Cantabria over the last few years.

## Panellist

### LORENZO VALTIERI , CAVIRO

Lorenzo Valtieri was born in Faenza in 1989 and studied science at Bologna University, the oldest university in the world, obtaining undergraduate and Masters degrees in Nuclear and Energy Engineering, specializing in advanced energy systems and facilities.



While carrying out his university studies, he entered into contact with Gruppo Caviro, and collaborated with them in developing academic research projects focused on modifications to purification systems and energy generation systems, concluding this project with work on converting biogas plants from producing electricity to producing advanced biofuels instead.

After completing his studies, he moved on to carrying out research and development at Caviro Distillerie, mainly dealing with new projects in the fields of energy and purification, concentrating on producing biofuels such as biomethane, biodiesel and bioethanol, as well as composted soil improvers produced from the plant's waste water.

Over the years, he also worked on the centralised energy consumption management for the whole of company, becoming Energy Manager, addressing how the company's process could raise their efficiency.

He currently works as head of project for certain initiatives that have been studied by the company in the area of purification and energy.

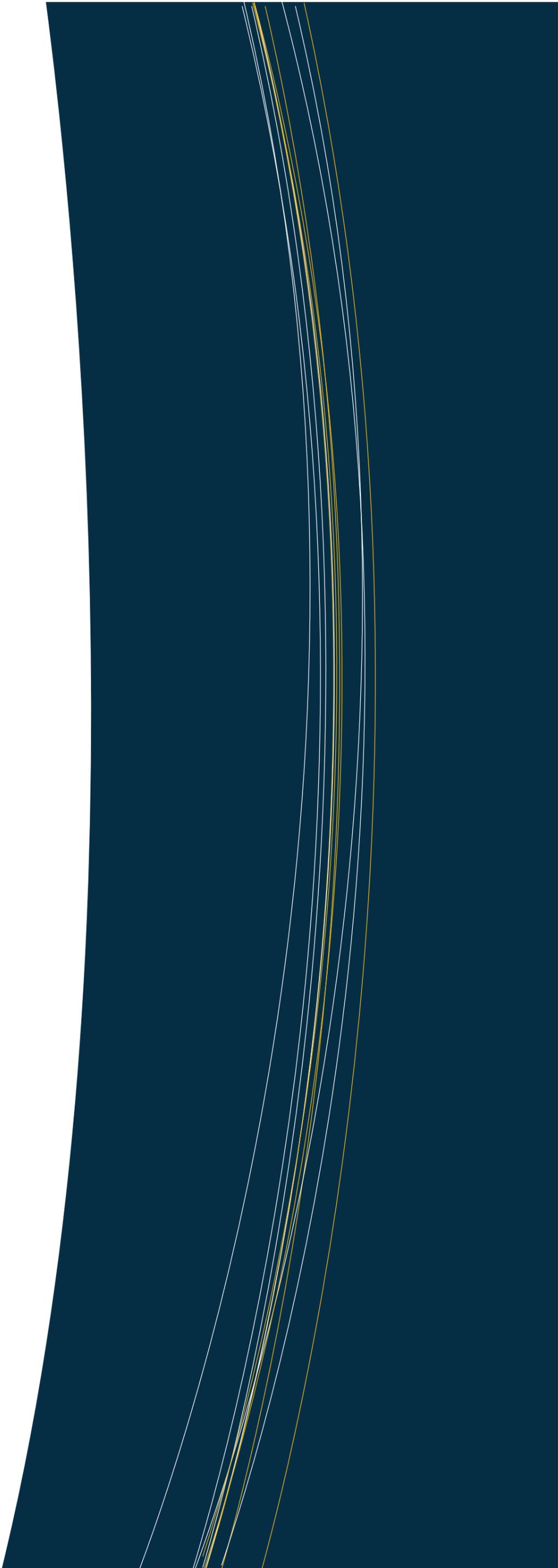
#### CAVIRO

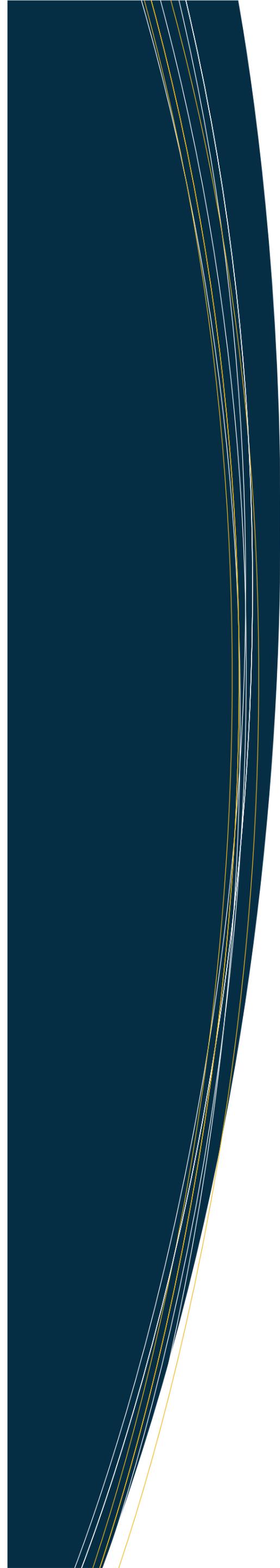
Caviro is an agricultural cooperative founded in 1966, which has grown and evolved over the years, expanding into sectors beyond its original industries, currently boasting 4 production centres which directly employ over 500 employees. The group is made up of a number of different companies:



- **Caviro Soc. Coop. Agr.** – As parent company, it is a CCI member and operates in the wine sector, which is its core business. It is a consortium which brings together many different organisations, including 32 winegrower cooperatives with a total of 11,500 winegrowers covering 31,000 hectares in seven Italian regions, producing roughly 10% of Italian wine.
- **Caviro Distillerie S.r.l.** – Set up in order to process the by-products of Italian agribusiness. It stands at the forefront of those providing semi-finished goods and raw materials to companies in the pharmaceutical, food and beverage sectors worldwide. This group is currently a leader in alcohol production in Italy, with a market share of roughly 25% and is also one of the leading companies on a global level in naturally-occurring tartaric acid. These areas of excellence are bolstered by others such as concentrated must production (MCR), enocianina grapeskin extract and grape pips for extracting polyphenols and seed oil. Finally, treatment of wastewater from the food industry through purification and biogas energy extraction complete our range, making for a total potential for distillery volume of over 800,000 tonnes per year.
- **Enomondo s.r.l.** This is a 50/50 joint venture between Caviro Distillerie and Herambiente and processes grape clipping and pruning waste from the surrounding area. The company is also the owner of composting facilities and thermal multi-fuel power stations where thermal energy and electricity are generated and soil improvers composted for winegrower partners.

By bringing together all of these different levels, the cooperative has created a production branch which encompasses everything from the work done in vineyards by our partners to processing and marketing of the raw materials produced. This large range of activities also includes treating and processing waste from the agrifood, pharmaceutical and nutraceutical industries, as well as closing cycle by producing soil improvers for use on farms, optimising processes and minimising our impact on the environment.





## COGECA, THE VOICE OF EUROPEAN AGRI-COOPERATIVES

Created in 1959, Cogeca represents the interests of 22,000 agricultural cooperatives who employ over 600, 000 people.

Cogeca aims to ensure that the EU agriculture and agri-food sector is sustainable, market-orientated, innovative and competitive so that agri-cooperatives can provide over half a billion people with quality food supplies at reasonable prices.

Cogeca provides a platform for its members to exchange their views and agree on a common position on upcoming issues affecting the EU agri-food sector and agri-cooperatives.

Such positions are then communicated to the EU and international institutions and decision-makers to ensure that agri-cooperatives views are taken into account.

Cogeca also carries out studies of particular interest for agricultural, forestry, fishing and agri-food cooperatives and promotes their role and business model in EU and worldwide.

 **cogeca**  
european agri-cooperatives

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