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**Title of abstract: Cooperation between farmers and consumers in Fruit and Vegetable Short Food Supply Chains: how to manage sustainability trade-offs ?**

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**Abstract :** (max. 300 words)

Short Food Supply Chains (SFSC) have received a growing interest among researchers, practitioners and policy makers for their sustainability potential. SFSC carry a lot of promises as reducing GHG emissions, reconnecting farmers and citizens; or supporting sustainable farming practices. However, controversies on the actual benefits of SFSC also appeal for a better understanding on the way SFSC actors cooperate and engage toward sustainability. In particular, the different cooperation forms between consumers and producers deserve more attention. In addition, if sustainability trade-offs issues are largely highlighted in SFSC literature, there is a need to analyze how consumers and producers strategically manage these trade-offs in SFSC (Galli and Brunori, 2013; Malak-Rawlikowska et al. 2019).

Our paper contributes to these scientific gaps by analyzing the forms of cooperation between consumers and producers in SFSC, and the way they tackle sustainability trade-offs. Based on a mixed research method, combining a quantitative survey and qualitative interviews, we analyze the cooperation forms of 20 European Fruit and Vegetable SFSC, through Neo-Institutional and Sustainable Supply Chain Management perspectives.

Our results reveal three types of cooperatives in these SFSC: (i) farmer cooperative (ii) consumer cooperative and (iii) multistakeholder cooperative. These three types differ according to their governance characteristics, their objectives toward sustainability, and the way cooperative members manage sustainability trade-offs. Farmer cooperatives operate mostly under box schemes (sold on-line or through farmers shops), constituting their main marketing channel or co-existing with long supply chains for export. Consumer cooperatives operate thanks to the triple roles of their members (owner, volunteer worker and customers) avoiding traditional supermarket intermediaries; and relying on various purchasing agreements with farmers (from spot market to long term partnership). Finally, multistakeholder cooperative include both producers and consumers on the decision-making process, facilitating compromises, notably between fair farmers revenues and affordable food access.

**Keywords:** producer organization, cooperative supermarket, collective action, value chain, agrifood sector