

Share to Supply

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There is a genuine need to change

**Protected industry
driven by government**



**Global market
driven industry**

EFFFP



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Share to Supply

The public sector opportunity

- Schools, hospitals, local councils, etc. market worth £2 bn/yr
- Growing interest in local/regional produce, fresher, good quality produce
- Working in partnership others in the supply chain





Share to Supply

The barriers

- Many farmers unaware of the opportunity
- Individual farm businesses often considered too small and fragmented
- Farmers not equipped with the right knowledge





Share to Supply

Why Share to Supply the public sector?

- Demand should increase - much activity targeted at raising demand (PSFPI)
- Suppliers should be prepared
- Very few examples of it currently working, but there are some



Ashlyns case study clip



Ashlyn – key points

- Great opportunity, but hard work
- Whole chain approach connecting children with farming
- Need cross commodity collaboration
- Schools need supply for 38 weeks – other customers required





Share to Supply

- Many approaches to supplying the public sector
 - E.g. Processing, distribution, cooperative group, integrated supply chain, larger scale (FCBs)
- Share to supply captures some of these
- Workshops for interested producers throughout 2007/2008
- More information on www.sharetofarm.com



Share to Farm

Working together to add value and reduce costs



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Share to Supply

Share to Supply provides information and advice for farmers and growers on the opportunities to add value to their farm business by collaborating with others to better satisfy the demand for fresher, healthier, better quality food in schools, hospitals and other public institutions.



Fact Sheets

These fact sheets provide information on the benefits and opportunities of collaboration, possible pitfalls, different collaborative options and some of the factors to consider when taking the next steps to set up a collaborative venture.
[Learn more about fact sheet](#)



Case Studies

EFFP has captured a selection of examples where farmers have successfully collaborated to supply the public sector. The case studies demonstrate the potential financial and lifestyle benefits of collaborating to supply the public sector.
[Learn more about case studies](#)



News and Events

The latest Share to Supply events and news from the collaborative farming sector.
[Learn more about latest news and events](#)

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