

VISIONARY webinar_ Practical examples of increasing producer capacity within local food supply systems-20240530_101126-Meeting Recording

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1h 22m 40s

● **Chen, Mingyuan** started transcription

IA **Inman, Alex** 0:04

So just in terms of the format?

All very informal. I just want to give a very brief one minute overview of the visionary project we're running just to give some context to to this webinar.

And and and yeah, how this webinar fits into our wider work. For those of you not familiar with visionary, there's a few team members on the call this morning. I hope they are. They are familiar with visionary. But for those of you who aren't, please do go to our website if you want further information.

About the project, there's there's, there's more and more information being being put on the website as we work through our our schedule. So please, please do go to that.

Just want to give an up. But yeah, one minute overview on the project then want to give a very quick summary of some of our initial research findings which relate to the topics we're going to be discussing this morning.

Again, I only want to spend a couple of minutes on that because the important thing is for you to hear from our external speakers.

So I'll introduce in a little while really looking forward to to what they've got to say and thank you to them for for attending this morning.

And then all being well, that should leave us with plenty of time for for discussion and questions and debate. We've got a relatively small team on the on the call this morning, 25 or so. So that should allow for for active discussion, very informal session today. So please, if you have any issues.

And questions you'd like to raise. Please don't be shy. And just to remind everybody, we're due to finish on or before 12:30 this morning, Central European time. And for those of you dialling in from the UK, that's 11:30.

Thank you. I'm just gonna share my presentation now.

Great. Can everybody see that ring that is that.

That's great. OK.

OK. So just a very brief background on on the visionary project. It's funded by the by the European Union under the Horizon Europe programme that there are two participants in the in the project from the UK, there's been one myself and our team at Exeter University and there are colleagues at the University of Aberdeen in the UK, we're funded by the UK, Rhode Island.

Stream, but the main project and majority of the partners are funded from the from the Horizon programme.

It's a four year project.

Started in 2022, running to 2026.

And who are we? The names of the institutes and organisations are up there on the screen. And again, if you want further information, please, please do go to our website.

We're effectively a group of research institutes and and practitioner organisations from north-south, East and West of Europe and the project.

And our collective interests are effectively looking at the sustainability of the food system across Europe.

How do we deliver a food system which enables food security?

But also protects our natural capital, our environmental assets and very importantly, how do we have a food system which delivers?

Resilient livelihoods for for, for European citizens and particularly resilient livelihoods for those.

That run the derive their livelihoods from the land, so it's about the sustainability of the of the food system and that's our shared collective interests amongst the consortium. There are there are too many words on these on these next two slides.

Forgive me just to outline the main work streams for the project. I'll try and paraphrase. We're looking at the internal and external factors that that drive.

Producer decision making.

We've got a particular interest in consumer attitudes and preferences and the effects that those have on the food system. I would argue consumer attitudes and behaviours are hugely important.

We we're doing a lot of work and have a big interest on collective organisation amongst farmers.

And how collective organisation can help sustainability in food production systems?
Another facet.



Chen, Mingyuan 5:07

Oh, Alex, sorry to interrupt. Can you go to the presentation mode?



Inman, Alex 5:13

OK. Is it too small? Should it should be on?



Chen, Mingyuan 5:14

Please.



Inman, Alex 5:19

How's that?



Chen, Mingyuan 5:20

Yeah, that's brilliant.



Inman, Alex 5:21

Is that better now? Yeah. OK. Apology of the of the slides. Not been cycling through.

OK. Thanks, Miguel. Do you shout if there's any other issues?

Another facet of our of our project and something we're very interesting is
experimenting with developing what we're we're calling science policy interfaces.

Academic jargon maybe.

If we can have a sustainable food system, we need to be able to bring together.

Quite often, disparate organisations from national, regional, local level.

We need to be able to bring together stakeholders and actors who have sometimes
very different views, very different remits.

And we're we're experimenting with how to do that by by bringing groups of of
different actors together within what we're calling science policy interfaces to
effectively exchange knowledge and expertise. And we're we're we're we're we're
working with those groups to see how multiple different stakeholders can
implement.

Ideas into policy design and implementation, and the SB is quite a significant feature
of the work that we're doing. And finally, a lot of our work streams are identifying

public policies, standards, regulations that are acting as barriers at the moment to to delivering sustainable food production.

And within that, we're particularly keen in in change.

And we're working to identify those actors that have the the either the spatial, temporal, economic, or political capacity to change policy, to change standards, to change regulations. So we're very interested in that as well.

Again, I don't want to spend too much time on on on the backgrounds of the project, but I just thought it's helpful to give a little bit of context.

Moving on now to to to.

An area of our work within the project which is very relevant to today's session.

Within our, within our project and within the multiple strands that are running, we're very interested to to explore, explore how shorter and more decentralised supply chains can be developed. We have a strong belief within the.

Within the consortium that with, with certain provisos, shorter supply chains can deliver a number of economic, social environmental benefits and we're we're very interested to look at how local shorter supply chains can be, can be developed and we've been working very closely with our science policy interface groups, particularly in Poland, Romania and the UK.

To to look at this issue.

And our SBI participants have identified a number of barriers currently at the moment for for local food supply chain development, lack of leadership and funding at a central and local government level.

Again, we have a lot of dialogue within. Rsp is about this and there's there's a general feeling that there isn't sufficient leadership at the moment really from from, from the state to help develop these, these, these markets insufficient.

Resource resourcing.

Within governmental agencies.

Which is at the moment hampering the development.

And one thing I'm sure quite a few people on the call will resonate with. There's a there's a feeling that a lot more could be done in terms of stimulating public procurement of of, of local food to help develop shorter supply chains, which indeed could be a game changer in some cases.

There's there's a feeling there's a lack of consumer buying at the moment.

To to local food purchasing, we know that sales of shorter supply chain goods are growing across Europe, but our analysis suggests that the the demand is still

relatively niche. There's a there's a relatively niche shopper base, more professionals, older people.

Maybe infrequent recreational consumers.

And the the, the, the the view is that so far the majority of of shoppers, members of the public haven't necessarily bought into the idea of supporting local food chains and buying more more locally. So there's a there's a slight stifling in demand at the moment.

Lack of collaboration within the food. The local food supply chain itself, particularly within producers. We've identified that in a lot of cases, is actually resistance amongst significant proportion of the local supplier base to to collaborate. A lot of small scale producers are very independent.

Independently minded people and we feel that that that is may well be a factor.

Preventing the development of these markets.

And finally, a lack of skills within the producer community.

Quite often it's soft skills. It's the business planning, the administration, the marketing skills, which are lacking in this sector and again through discussion with our science policy interface groups, there's a feeling that that small scale localised producers actually in some ways need to be the most skilled people within the the agricultural community.

They are quite often the the worker.

The the the the distribution agent, the marketeer, the salesperson requiring multiple skills. And there's a feeling that in some in some cases these skills need developing.

So it's it's it's there's a lack of capacity.

Amongst producers to collaborate.

And the the the need to develop skills. These are the two issues that we really wanted to focus on in this morning's webinar.

And we have two relevant speakers. We're going to talk about these topics.

Very pleased to introduce you to Rachel from Tamar grow local in the UK. It's a small charitable incorporated organisation.

Which which exists really to try and put producers and consumers of local food together with one another and take local local runs, a very successful online food hub.

Rachel's going to be talking about a project that she's been involved with, which is, which is helping local producers build capacity.

And very pleased to have Ruto with us.

From from Poland, from the Department of Rural Sociology, the Academy of Sciences in Poland. She's going to be talking about collaboration and and farmer cooperatives, which I think is again a very interesting. Topic and very relevant to today.

R **Ruta** 12:48
Actually, sorry, consumer cooperatives, not farmers.

IA **Inman, Alex** 12:52
Cooperatives. Yeah. Sorry. Sorry. Thank you, Richard, for interjecting. I'm going to stop sharing now.
And I think if it's OK, Rach, if you're happy to, happy to go first.

R **Rachael Forster - Tamar Grow Local CIC** 13:06
Yep, sure. Good morning, everyone. I'm just going to share my screen hopefully successfully.

IA **Inman, Alex** 13:08
You.
But don't worry, we've got a copy.
Copy ready to go. If it doesn't work, but I'm sure it will.

R **Rachael Forster - Tamar Grow Local CIC** 13:21
Thank you.
OK. Is everyone seeing this 'cause? I can't see you now. Great. Smashing. OK, good morning, everyone. My name's Rachel Forster. I'm from Tamargro local CIC. So we are a Community interest company.

IA **Inman, Alex** 13:29
Yep, Yep.
That's looking good.

R **Rachael Forster - Tamar Grow Local CIC** 13:43
We are based in the southwest of England.
On the border between Cornwall and Devon. And if you look in the top left hand

corner of your screen, there's a little small town called Callington, which is where we're based and on the bottom right hand of your screen you'll see.

The larger city of Plymouth and our activities cover this map area.

It's about a 15.

20 mile radius from us in terms of where we support local producers and local farmers and sell local food.

But then we also are part of a number of national networks and we do lots of work to support other organisations in the UK.

To support local food systems.

I was just going to do a quick introduction of our organisational structure.

Because.

It it's reasonably complex.

Based on a systems theory approach to supporting local food in our community. So. Our activities are based around Community, educational and commercial commercial enterprises.

To support local growers, farmers and producers, and reinvigorate the kind of very famous market gardening heritage of our area, so the bottom tier, the first tier projects are based around community. So we have had livestock co-ops including pigs.

For local households to get in on involved in on a community basis, we run a Community vineyard.

We have beekeeping courses and we run two allotment sites in the Tamar Valley, one in the city of Plymouth and one in a rural village in the valley.

And then I'm going to skip up to second tier projects, which is the red tier and this is our commercial work.

Where we run a online farmers market, which is called Tamar Valley Food hubs, which I'll tell you more about later, we have produce corps. So we manufacture, we manufacture our own apple juice.

And we have a honey cooperative where beekeepers can come and buy jars and sundries for beekeeping and also extract their honey using shared equipment. In our Council approved space, we have an equipment bank.

Of loanable equipment around Apple, pressing and gazebos and tables for markets, etcetera, we also do consultancy with different organisation.

To the UK, we run training and events and then we also have a wholesale.

Food trading system, called the Good food loop.

And we have a nice film about the good food loop. I'll send it on to Alex and Ming Wen to share at the end. And then if we take a step back to the orange level, these are kind of projects which link everything together. So we are currently have a farm start which is more commonly known, I think in European countries is kind of an incubator scheme to support new growers and new entrants into farming.

Which is also one of my other slides. I'll tell you a lot more about that. And we're also doing a pilot scheme at the moment, matching land holders and land owners with new entrance into farming and matching them up with available land to get started.

On a on a plot to start a new business. So what's interesting about our model is that we're supporting people to move from that first green tier into the second tier.

Commercial trading from community growing into commercial growing and supporting them with our farm start with our land match project and with support with roots to market for produce. So what we like really want to see is commercial, sorry.

Recreational growers moving into commercial growing, supporting that process. And increasing the number of food producers in our local area and you'll see the blue level right at the top.

That's kind of Tamar Groo, local being the umbrella for all of these projects. So we provide a collective identity for these projects. We can provide insurance for community projects. They are able to be part of our insurance policy. And we look after that, we can support with a bank account our advice and kind of support in setting up new projects around growing and local food and and supporting managing those projects. So we do lots of different things, but there's.

A couple of things that I wanted to focus on primarily are farm start because.

In the southwest of England, and I'm sure many you'll be familiar with these issues that one of the biggest challenges for new entrants into farming is to find land and for that land to be affordable.

And so.

In our area, land gets snapped up very quickly by the people who can afford to buy the land. It often goes where there's been good farmland, gets turned into land where it's just used for to be keeping horses. And so we really wanted to do something to bring land back into horticultural use and for it to be affordable and accessible for new entrants into farming. So Tamar, grow local has long leased.

A number of acres from a friendly local farmer in our area and we have leased that land for 10 years and we subdivide that into half acre to a acre plot which we rent

out at as low as cost possible.

To new entrants and those plots come with a polytunnel and water harvesting equipment, and then we also have shared barn shared access.

Yard.

And facilities and tools on site, including a 2 wheel tractor. And then we also provide training for that two wheel tractor. We've also done small workshops on preparing food from the ground to be retail ready, for example bagging up salads and labelling. So they are.

They're suitable for sale.

So we currently have.

5 plots.

Available so that that is 2 market gardens we have one lavender growing project 1 flax growing project.

And a cup flower garden as well.

We did have our Community vineyard actually started off as a farm start plot as well, but due to ill health the person the farm starter had to move away from their plot and so Tamar grow local facilitated that vineyard into becoming a community project. So now we have a community group that's also a farm start project.

But this whole scheme is designed at derisking the process of starting up a new business.

And one of our main kind of support mechanisms for doing that is a offering the land it is that is very low cost as we can, but also with routes to market for any food based produce that is created on on those plots.

So.

Which I'll come to in a jiffy. So we have an application process for our farm start and we have quite a considerable waiting list. So if we have a plot that's coming up for available, we invite the people at the top of our waiting list to come and have a look and see if they're interested in that plot. And then we ask for a business plan to be prepared.

It's not a.

Easy process where someone can take on the land.

But it's also not designed to be too arduous, but actually taking on land and starting a farming business is very physically emotional and.

Demanding.

Thing to do. And so we want to make sure we're taking on tenants that are are kind

of ready to go on to land.

So we have a simple business plan template.

Ask has the what the what the idea is for the business. Have they done local research to know that this will be viable? Have they considered finances? Are they going to need to apply for?

A loan or a grant. And do they know the lead times for that to take place?

Our Board of directors then review that business plan and if successful, we have a lease that is created. Our lease is run for 12 months.

Which in Italy does not sound a long time for release when someone is starting up a new business. But what we have found is that having a 12 months lease actually gives the opportunity for a tenant to come out of that situation easily as and.

Or renew easily. And we found that that is actually quite popular with our tenants.

We have the security that we've got the land for 12 months.

It is apologies and so we're keen to keep and develop our tenants businesses so but they have a rolling 12 month tenancy where they can step away and we can really let the plot.

At the moment we do not offer accredited training.

It's something we are working towards and really would really like to do.

For more horticultural training on site, it's been a long time in getting the site developed.

To a standard where we are able to offer training and have the facilities available. So I'd like to think in the next kind of five years we'll be working towards that.

It's certainly not.

A money making activity for us all of our activities and tamagro local is not-for-profit designed to support local growers and farmers, and because we do a lot of different projects and have different income streams.

Our projects are kind of mutually supportive to each other, but if we run the farm start on our own, I think I think we would find trouble to to sustain it.

One of the main office of support we have for our farm status is through being able to sell through our online farmers market. There's no they do not have to sell through us at all, but it's one way that we can really support local producers.

So our software and website is powered by open Food Network UK, which is actually an international open source.

Software there in most countries now, and it's a way that small producers can start selling online in their local area. It's pretty much free of charge until you have a

certain turnover and then you start paying a very small contribution towards open Food Network UK.

We're one of the founder users of Open Food Network in the UK and what's interesting about it is that we run our online farm's market and we work with over 50 local producers throughout the year and then each of those producers can set up their own profile. They can add their own products.

Into the marketplace every week and they set their own prices, which is key to one of our kind of support mechanisms for them.

I set the own prices which we asked them to reflect the effort that goes into preparing beautiful food, fresh foods and then Tamar grow local.

At 18% mark up, so it's a small markup. The producer gets what they want to be paid and then we add the 18% which helps support our delivery rounds. It helps then support us to kind of to kind of pay to click the boxes boxes and do the logistics all around that.

And Alex said at the end of his presentation, you know, you find the small farmers and producers, they are the the grower, the accountant, the marketer. They are the the standing at the market and delivery driver, they're everything. And so this is a way especially for new entrants is a way that they can concentrate on the growing. They can add their own products and we can help with logistics of moving that produce around the valley and helping with marketing to.

To sell it as well.

We don't just sell fruit and vegetables or or a set box. It's a website where as a consumer you can buy from multiple producers. You can also buy fish, meats, cheeses, dairy, a full range of produce and how we help supplement.

Our costs is we also sell Whole Foods which we buy from an ethical wholesaler. And a cooperative and we.

Keep that range yourself and add a 30% markup to those, so that helps with our running costs as well.

But it's open Food Network, really supportive. They have loads of really good resources on their website, around marketing of produce, setting up an online shop, etcetera.

And we have some producers who we are their only outlet or we have some producers who.

We'll do a traditional sales of at a standing at a market and selling produce and then we are their online shop.

And we also are able to support producers because they can't be everywhere at once and we deliver across the whole valley. So we're really helping to reach customers that they might not readily be able to access.

Another way that we support producers is we have a project called grow share Cook, which is based in Plymouth and it's funded by Plymouth City Council and a social housing provider called Plymouth Community Homes. And it's a project that's now in its 9th year.

And it's focusing on bringing community together through local food. The Tamar Valley, where we're based, would have been a traditional food growing area for the city of Plymouth and also supplying the Navy there.

And supplying food for voyages that would have take departed from Plymouth historically. But there's now quite a disconnect between the valleys of food growing area and in the city. And there's also a disconnect and large areas of urban poverty in Plymouth where it's very difficult for people who have financial insecurity and food insecurities to be able to access local, locally grown.

Food and be able to afford it. So with this project we deliver fortnightly veg bags to around 50 households and families in Plymouth, and they're also invited along to cookery sessions.

Where which are run by one of our local growers up in the valley.

And we try to include.

A real variety of seasonal fresh and organic vegetables every fortnight and then we have a Facebook group where people can share recipes with what they've done with their vegetables that fortnight and also build community and connections between people at the cook sessions.

It's a really valuable project for the people who are kind of part of it and also to the local council, and we've had a really nice collaboration this year with the University of Plymouth, who are creating a cookery book from the recipes that have been taking place in the cook sessions and also that people have shared. So we've got a cookbook to come which is very exciting.

We also LinkedIn a way to our farm start. We are also in a way that we're kind of supporting new growers and farmers is with a land matching project.

Last year we took part in a UAUK government scheme called the new Entrance Support Scheme, which was around a full programme of training for new entrants around business planning. That seems there's been in the past few years a lot of training available for.

Growing practical growing skills and on farm skills, but not so much the business skills. So it's something that was supported by different here and we worked with the Land Workers Alliance who some of you may know to deliver a scheme in the Southwest for people who were about to start a new business.

And it involved online learning, site visits and business plan development, and then support to try and find land.

And Southwest Land match had really come out of that project for us to after the scheme had finished to further support.

People to find land because it's a really lengthy process.

There's not often ways where opportunities are advertised or for land owners in particular, to be able to to kind of formulate an offer and advertise it.

And so we we built a website, a very simple website to hold registration form for.

New farmers and registration form for landholders and land owners to be able to fill in, and then we're trying to match people up.

And we also have on the website a number of resources about readiness for land and different types of leases. So we're kind of still piloting this quietly in the in the background.

With, but we're now part of a national partnership of organisations that are similar to Tamar grow local.

And we're hoping that we can launch a national land matching scheme in the next two years, which would be run with regional hubs. We're finding that regionally it's working well through, you know, contacts that we have.

A kind of more personal and geographical knowledge of of a regional approach, rather than it being the whole country. So we're kind of currently looking for funding for this project and hoping that we can take it national because.

As I said, Land is really hard to come by if you're a new starter. It's financially prohibitive. It's often hard to make that first kind of introduction.

So we're trying to support that process.

So that's just kind of a some of the key projects that we do at Tamar grow local to kind of support new entrants and.

This is all of our info, I'm really happy to to follow up afterwards if anyone has any questions.



Inman, Alex 34:35

Thanks, Rachel. That's absolutely fantastic. I think what we'll do, we'll, we'll, we'll we'll

move straight onto to router's presentation and and then then we'll take questions there. But thank thank you hugely for that. Cramming in an awful lot of information in a short time and I'm always inspired by how much you're able to achieve in Tamagrook local with a very small team.

R **Rachael Forster - Tamar Grow Local CIC** 34:40
Sure.

IA **Inman, Alex** 34:57
So thanks Fuji for that, Rachel. I think without further ado, we will move from Cornwall to Poland.

R **Ruta** 35:05
Yes. Can I share my presentation as well?

IA **Inman, Alex** 35:09
Ish. Yeah, no problem with it. You should be able to share. OK. Yeah, that's looking good.

R **Ruta** 35:26
I'm I'm already present. Can you see my presentation?

IA **Inman, Alex** 35:31
No, not not on my screw. We were almost there. We we were. I think we were in your e-mail folder.

R **Ruta** 35:38
Us now.

IA **Inman, Alex** 35:41
No, not yet.
But don't don't worry.
We have plenty of time.

R **Ruta** 35:58

But now I closed everything else I had. OK. If not, I will speak without it.

IA **Inman, Alex** 36:05

For some reason it's not coming through. Would you be happy to talk without slides or or with the? With that be, would you be OK?

R **Ruta** 36:10

Yeah, I don't know. Those lights are just pictures, so.

IA **Inman, Alex** 36:13

OK.

R **Ruta** 36:14

So it's not that important.

So I am really amazed by what I've heard just before and and and thank you very much for inviting me today. I speak more as a activist and researcher. I am a part of the of the so far in form of umbrella of consumer cooperatives. Hopefully soon it will be formal.

I had. I was a member of consumer cooperatives, a corporate for 10 years. When the war in Ukraine broke down, I realised that our world is, at least is from our point of view. The world is falling apart and I realised that our consumer cooperatives, all the all the all the one that I'm involved in. But I I have an overview into other consumer cooperatives in Poland. They are the bubble and the bubble. For the for the creative class. So.

Quite wealthy, intelligent people.

Who have end time at both resources and time to to to take part in this in this in this process, but we are not moving anywhere in a sense that we do not change the food system at all. We do not have any influence. We are just have a pleasure to, to enjoy ourselves with a good food, with a small number, very nice farmers. Most of them are those who moved out from from, from the big cities to to move to, to live in a in a small city and realise they dream of being a rural producers.

But uh, I I I'm I now I regret I can show you the picture with the map of the of consumer cooperatives. But it's only around 30 of them in Poland and this number is

not really changing. Changing, changing in last, last year, last year. So actually the first consumer cooperatives in this new shape was established in 2010 and since then there was around 30-40 consumer cooperatives, some of them.

Come up. Some of them go.

Down, go down. They are in formal institutions.

Except one. So it's really hard to even count them. We we've tried a few times to count them, but it was very difficult to to, to really to see how much to to get to those people.

This is, I will tell you a bit a little bit about that later. So when the work war broke down, I decided I quit because to work up being a member of customer cooperatives. First of all, I realised that this, as I said, that we are not we not we do not change anything. We have a very refined products, great taste, great quality, the farmers we cooperate with are great and Nice.

But they are those those back to the lenders and and and the and the world is falling apart. And I I'm playing this game with with good food and it's also became too expensive for me as a researcher in Poland.

Our our incomes are quite low and then the and when the war broke, we we also did the prices went up. So why quit? But a few years before we I took apart, we took apart, I took a part in the in the conference.

And we will realised the only thing to make it to make this movement stronger, we have to make an umbrella organisation. We have to come together.

As we most of the consumer cooperatives in Poland face the same the same challenges, some of them, those who you mentioned already when you but also the problem in Poland. And I think the in the whole region of Central and Eastern Europe is a very low social trust and a very low, very low level of the eagerness to cooperate. In the whole society, and especially between farmers.

Some say that this is due to the communist part times when the when when the when the farmers were pushed, forced to cooperate. I am reluctant to the to the to the how I'm. I'm reluctant to this explanation 30 years after the communist collapsed how long we can explain things by the by by the by this factors but maybe anyway this is not this is something interesting to talk obviously but this is what we face right now in Poland very low level of social.

Of social capital, especially social social trust.

And and and. It's very and still this eagerness to eat.

To to to to do shopping in the big supermarkets. First of all, it's some some of us still

remember the empty the shelves in the Communist times.

And and also it's very it's easy comfortable. It's very easy to to to do to do the shopping and the prices are there also.

Lower. So we decided to. So when I quit the consumer cooperatives, I talked to other people and we decided we have to. We have to make it strong, the movement stronger or it will die. There were there was many more people who decided to quit at that at that time.

It was due to we received some money from from 2 European institution and we have written the the report. I will gladly send you the link to this report because it was translated to English as well.

First, first report was about the how how this consumer umbrella consumer cooperatives operate in different EU countries.

Which house four countries to where the consumer cooperatives are blooming? This was Spain and Italy and two in similar circumstances to Poland, so it was Hungary and the Czech Republic, where there's very low level level of consumer cooperatives. But as everywhere eagerness to to to, to build, to, to change the to, to, to, to, to, to fix food systems through cooperatives, through through cooperation in different ways of cooperation. And we have done this, done this, we have published this report, as I said, I will gladly gladly send you link if you are interested in it. And we we came up to the we, we we we realised few things that we we do need.

So the umbrella corporatives and we need support from the public institution, especially at the at the local government level, but also from the extension centres, farmers. That's why it's really interesting what I've heard just before, how how you support the farmers to to go through on the short food networks system, sometimes for some of them it's probably coming back some for some of them it's it's it's it's it's new.

It's it's, it's very it's it's new approach, right.

So so in that, so we received the money from Bosch Foundation this time to create the consumer to, to, to, to work on the idea how how this should should look like. And here I missed pictures as well because last in last six months we are just about to finish this, this stage of the project we have met we have invited, we have been working on the on the very democratic way how to establish this.

This and this umbrella we have invited, we have met twice with the representatives of consumer cooperatives from all over the Poland. 99% of them are women.

Unfortunately, unfortunately, but this is, I think it's quite it is quite, quite meaningful

that those who are interested in changing the system are woman.

Most of the people who came are consumers, but they also I was as I asked because I do the research with farmers. So I was really.

I was really pushing to invite also those farmers to see their perspective, what they need for what would they need from the consumer umbrella, what they need, what kind of support they need to from us to bring the food to, to to, to bring food to, to through short networks, especially those those quite kind of demanding, like consumer cooperatives are. So we have met twice in last five months. We have also. Did the interviews with.

Local government extension, farmers, extension centres and and we realised that the that the that in the in it is declared by the by the in the level of local government that they are very interested in helping and supporting this consumer cooperatives and other food networks as we are at the US, European Union is as we are in European Union implement trying to implement the Green Deal and also the strategy from farmers to.

From farm to fork.

However, they have no clue. It's not representative research yet, right? But they have hardly any clue how to do it and how can they support such a entity as we would like to or as as the consumer cooperative. So this is quite kind of upsetting. However they declare they are really open to to discussion we are. I also talked with extension Farmers, Extension Centre. So again this presentation just before it was exactly what I what what the what the farmers and those representatives of the extension centres were telling us.

That that the the farmers are afraid of the of bureaucracy, of the whole bureaucracy, that they have to go through in order to to, to produce locally, and they have that there is not enough knowledge or not enough need in the society to to to buy the quality food which is obviously a bit more expensive than the one you can get in supermarkets. But it's still. But it's not, not still, might not be that much expensive as it was in my consumer cooperative and we.

So and they are also they they need they they yeah. They need a good bigger the greater number of recipients of the food then they would bring they would be more comfortable bringing food to to to consumer cooperatives. The problem in Poland is that there is a quite a number of big farms they are monocultural usually and not really that many farmers who produce different diversity of food we would be interested in especially organic.

Adult with certificate we have only the percent of land in this organic inorganic system, but the consumer cooperatives in Poland are usually not just based on organic certification. Most of them are just based on the the certification of trust. This is what I call right? We know they know each other and they know farmers. Farmers know consumers. So this is how it how it operates. So taking all this together, we have met twice in this very democratic way.

Which are really proud of us.

We have established, first of all, we have signed the definition of consumer cooperatives and this was very moving situation we have.

Debated quite a lot on that and we have established also very precise.

Methods how we would like to operate in a in a near future that this will be as the as the consumer. Cooperatives are informal bodies. We will be formal body that will be able to ask for grants. As for also we will be be able to represent the consumer cooperatives in front of the local local government.

As we and they are very also important thing is making lobbying and making pressure on politics to to recognise the need to.

And they need to support those kind of those kind of.

Food Network at the end I just like to mention that in 1905 in Poland there were just, there was the Poland was then under the partition, but in the in the main part of the Russian part there was just 20 or 25 cooperate farmers cooperatives and in 1905 they established those. This umbrella called Poem, which is.

Which means togetherness and and the and the and after three years went after the establishment of this consumer umbrella. There were already a few 100 consumer operatives, farmers, corporate. Back then there was farmers Corporatives. So we are at for me it's as we have worked quite a lot on that. For me it's really moving moment that we will be able in few next few months as we probably will get another funding.

From from Bosch.

This, which you kind of a upsetting that this is a private entity that will support us, not the public money, but we will establish the we'll establish the this formal entity, the foundation and we will be taking another steps towards making the cooperative movement stronger in Poland and hope and yes of course we have plenty of of course the difficulties we have a farmers strike.

And we have a. So a lot, a lot of obstacles ahead of us, I'm sure. But I think it's better for me at least it's very exciting moment and it's like a fulfilment of many years of

trying to to build something that makes that might influence.

A change a fixing, fixing the food system, which is, as we all hear know, which is in really bad shape. So thank you very much. I will send, I will at least give you the link to our report on the chat.

IA **Inman, Alex** 50:24

Thank you, Mr very much indeed again.

For such an enlightening presentation given in a in a short period of time, I know we only gave you 1520 minutes to speak, so really appreciate that. I think if we can.

I'm just trying to get everybody on as many people on my screen as possible.

Meanwhile, I don't know if it's possible for us to get.

A gallery.

So we've we've got half an hour.

For questions.

I see.

Either please put your question in the chat.

And I will try and myself and mingwa will try and pick those questions up or or please just raise your your hand.

And and we'll take questions that way. I see in the chat as a question from from Gionni.

From Spain, I'm guessing that's a question to Rachel. Rachel.

Rach, the question is government support.

Do you get any support from local regional policy makers?

That's the question. Or are you left on your own?

R **Rachael Forster - Tamar Grow Local CIC** 51:43

So we have the commissioned grocery Cook project from Plymouth City Council, which is funded by them in partnership with a social housing provider.

Which is great to that. They're supporting us. Very small organisation like us and supporting indirectly our our group of local producers.

But it is a drop in the ocean.

It's not kind of wide scale public procurement for schools and public institutions and what what we see is, you know, large companies will get contracts for hospitals or for schools and then it kind of becomes slightly impenetrable to be able to support supply.

Additional supply from smaller producers and there's not enough money in the system to pay a fair price for produce.

If in public procurement, so, so we do get support from Plymouth City Council.

We've also had, as I mentioned, we took part in the new Entrance Support scheme, which was a Defra, the department for Farming and Rural for affairs funded project.

So we get commissioned pieces of work, but generally our support.

Income and finance comes through trading. We will apply for.

Grants sometimes to start projects with the aim that they'll be self-sustaining after that grant period or we do a lot of partnership work with other partners. So not a huge amount of.

Support in other areas of our work, primarily the Grey Shaker project.

Is what we see locally.

IA **Inman, Alex** 53:45

Thanks. Thanks, Rachel. Joni, I didn't. Didn't know if you had any other follow up questions for Rachel.

Does that answer your?

DM **Dionisio Ortiz Miranda** 53:54

Well, I would have many for both. I want to monopolise the yes.

IA **Inman, Alex** 54:00

We must make sure we have non non, non project team asking but but please do do start.

DM **Dionisio Ortiz Miranda** 54:03

Yeah, yeah.

IA **Inman, Alex** 54:08

There's already a question from Keith in the chat. No, no, please, though you might have 10. OK, OK. Well, if we have time, we'll come back. But thank you, Keith. Keith asked in the chat. How do you manage distribution?

DM **Dionisio Ortiz Miranda** 54:08

No, it does.

Go, go, go. Please. To to Kate, go to Kate's question.

IA **Inman, Alex** 54:22

Rach, that's a question. Yeah, that's a question for you. Yep. Let's keep white.

R **Rachael Forster - Tamar Grow Local CIC** 54:23

Uh. Is that for me?

So for Tamar Valley food hubs, our online farmers market.

We have, which is where we're delivering to consumers.

Within a kind of 1520 mile radius of where we are based.

We have a small pool of delivery drivers and we have three vans. The Tamar grow, local own and so we deliver on.

And a number of small delivery routes on a Friday afternoon.

Around the valley and into Plymouth and we delivered to doors for a small charge or

we have free collection points at different places. So we have a collection point at

Plymouth University, one at a local farming cooperative shop in a in a market town.

We have it in a community centre.

Train station so places where people gather and it's nice to offer free collection points because there's no minimum order for someone they can just buy one box of eggs and we can take it to them and for free. And that's really important to make it kind of accessible.

And we keep delivery cost as low as possible. How we afford to have the vans is that they are working on different projects for the other days in the week. It's not just having a van for our one delivery day.

So and we.

People, when they order on the open Food Network, they'll choose their delivery point or collection point or home delivery, and then we can organise our routes from there.

IA **Inman, Alex** 56:19

Thanks, Rachel. Keith, any follow up questions there? I must congratulate you on having a very calming backdrop to, to, to, to your, to your presence there, but yeah.

KW **Keith Whyte** 56:28

That's quite a right not. Thank you, Rachel. Yeah. So. So you were just saying that other other because distribution is the key thing for us up here in the northeast of Scotland and it must be a wee bit worth the rural areas then with you. And that can also be, you know, often is the downfall unfortunately with a lot of these things getting going is just, you know the people have the impetus and are willing to get things growing and being able to market them. It's just then getting them to then end user or the customer just seems to be a real downfall.

IA **Inman, Alex** 56:31

Any follow up questions to Rachel?

KW **Keith Whyte** 56:59

I'm just, that's where things sort of falls down up here. And when you said your vans are used for other things, is that other community projects or is that are they just sort of leased out for the day or?

Why does that one work?

R **Rachael Forster - Tamar Grow Local CIC** 57:09

No, no, we 'cause, we'll use them for our grocery cook projects. We'll use them for our farm start if our farm starters have the correct insurance, they're able to use them as well, might be in the autumn that they're used for all sorts of things really. So it's not just owning a van just for our online farmers market.

One thing that's that might be of interest, Keith, is the good food loop we are. We've set up we've kind of.

Cross trading with other food, open Food Network hubs that are using the same software so and that has been able to bring new products to our own marketplace. So we're now being able to buy organic milk from food hub in East Devon or you know nice mushrooms from somewhere that's out of close. But out of our area from. Other organisations that have similar values to us and they're growing agroecologically.

And their binds are apple juice or products that they can't get hold of. And we're cross trading across kind of east Cornwall and to East Devon and soon to bring it back over Dartmoor and.

It's quite an interesting system that we're trialling at the moment because it's all networked and organised through the open Food Network software.

And that.

Works on different producers delivering to collection points along the route.

I'll pop, I'll pop the website in the chat for that 'cause it's it's quite an interesting.

KW **Keith Whyte** 58:52

Thank you explained I was. I was. I was actually down cycling in that area last year and in the summer and and so just just the expansive, I've never been tired before so this it was really interesting to see what was going on. So I may well make for maybe further correspondence if that's OK with you Rachel, just to see how things work there and then maybe pick your brains and a couple of things, but thank you for your presentation. It was most appreciated.

R **Rachael Forster - Tamar Grow Local CIC** 58:57

Oh.

Yeah, sure.

IA **Inman, Alex** 59:14

But thanks for your question, Keith. Thanks for your answer, Rachel. And that's what this is all about. Putting people in touch with each other. So please do do follow up. Richard's got her hand up, so we'll go. We'll go to Ruta. I don't know if that's a comment or a question. You've got, Rita, but over to over to you.

R **Ruta** 59:28

No, that's a question, but I I'm maybe you have that's a question, but maybe I maybe already you mentioned about it, but do you consider taking a part in the in the public procurements?

Food for local I don't know. Schools or something or.

R **Rachael Forster - Tamar Grow Local CIC** 59:46

We'd we'd really like to be part of public procurement, but.

It's kind of.

The contracts with the hospitals and the schools they get snapped up by quite big companies who will go straight to local wholesalers who can provide everything at low cost.

And so when it gets to organisations like us at the moment it feels like there's not

enough money in the system for us to be able to continue paying a fair price to local growers and producers, which is one of our primary aims.

And because most of the producers we work with are relatively small scale.

It would, we would need, I think, to organise and group together so we can get enough continuity of supply to supply these big projects, which contracts, which isn't out of the question at all, it's something we'd really like to work towards. But first of all, I think there needs to be government support to be able to pay a fair price, because if we're not paying a fair price.

You know, we're losing farmers every single day in England because they're not able to afford to farm anymore. They're not getting the the, you know, the pricing back for the produce.

When all other costs are going up and supermarkets or through public procurement, they're still expecting it to be very low and there's such.

A.

Such a kind of discord between.

What people expect to pay for fresh food and what it actually costs to produce, it's a real kind of issue here, I think.

IA **Inman, Alex** 1:01:35

Thanks, Richard. Any follow up to that, Richard? Or does that answer your question? Looks good.

R **Ruta** 1:01:44

The question, however, is very upsetting to hear it everywhere in Europe at least, probably not just Europe, but it's deep regardless if it's under the EU schemes or not.

IA **Inman, Alex** 1:01:55

And we must change this.

Yeah. Thank you. A question from Adam in the chat. I'm interested in the benefits of buying cop. This is for you, retike, I guess maybe maybe for, for, for Rachel as well.

I'm interested in the benefits of buying cooperatives for farmers as well as as well as customers. Can you share any stories that bring this to life or are they good case studies?

I don't know who wants to answer that.

R **Ruta** 1:02:26
Benefits in a sense, in an economical sense.

IA **Inman, Alex** 1:02:31
Adam, did you want to come on and clarify your question?
We got Adam.

R **Ruta** 1:02:40
The the thing I can say we I've done the research few years ago was the but it was few years ago, before pandemic, before COVID I was was the farmers who who are bringing food to the the the corporate ones. So and all of them said that a very important aspect of the of collaborating with consumer cooperatives is not just they get share fair price because also we we never bargain.
We we we agree with with the price they they say because we believe as you said I think.
That they know the best how it how much they want to make on the on the products and but the most important they they all of them said that a very important thing is that they can be in touch with the consumers to get some feedback from consumers and also that they can teach about the about the, about the food, about the seasonality, about the difficulties they have or the the pleasures they have was the was the was farming or gardening and most of them.
Have invited us to the to the, to the plot.
So we can so so we can see and learn that that was one of the greatest pleasures for me, especially when my kids were small, to show them that the food doesn't grow on the farm, supermarket shelves. But it really grows on the on the land, and it takes a lot of work to have a good food. That's why I was thinking that the. I'm. I'm, I'm. I'm sure that the that the public procurement schemes could be could also green public procurement schemes could be also the in the in.
Some form of education. Educational.

IA **Inman, Alex** 1:04:25
But.

R **Ruta** 1:04:25

So they also they are also saying that they that the that the income if there would be big bigger number of consumer cooperatives especially in one region and they will be making a better profit but they were already pleased with the profit they are. They are making and they are happy to bring food to those who can enjoy their food and understand.

IA Inman, Alex 1:04:48

Thank you, Ritter again and thanks for the question.

As question from Shardi in the chat, which I'll come to in a moment.

Welcome, Michael. Master. No problem. It's not the first time we've had confusion.

Sometimes between CET and GMT times, Ming Wanz or my colleague Ming Wang's already answered your question. Yeah, this recording will be will be available.

Question in the chat.

From shardi.

My colleague Shaadi, who's working at the University of Aberdeen, question for Rachel. Rachel, I don't know if you can read it in the chat or I'll I'll read it out.

Great efforts to boost local producers access to the market and consumers to further this, what strategy should we implement to enhance the collective power of local producers to encourage active engagement with the food hub in a more collaborative manner for value addition processes to improve product ranges?

And each other's skills, I think I'll leave it there. It's quite a long question.

You might need a second to decipher it.

You're on mute, Rach.

R Rachael Forster - Tamar Grow Local CIC 1:06:07

Thank you.

So I suppose.

We try and.

Do a couple of different things to kind of encourage active engagement. For example, last weekend we had a farm visit to a market garden where producers and customers came along and that was really nice to a for the producers to see. Another example of a growing space and growing in a different way.

And that sparked up a really nice relationship with them and also.

Customers as well. So I think more kind of being able to which it's always quite difficult bring people together very easily in person. But that was a really nice kind of

example of kind of active engagement.

And.

Value add value added processes.

And an example of that might be that.

We hold.

A processing kitchen which is used.

In the summer for honey extraction. But then in the autumn that becomes a apple juicing facility and all those times in between it can be.

Hired by our Farm start tenants to have a clean space to be using glutts to make jams, chutneys, et cetera in that space.

And at the moment we're trying for our own apple juice doing blends with rhubarbs and blackcurrants to make new products with our apple juice, so.

It involves being able to have facilities that producers can use at low cost, especially if you're a primary producer. If you're a grower, I think that's really supports local producers and you know, been having been able to have that space to trial new products or different processes at very low cost.

Bring things together.

So yeah, we find a found historically a lot of growers were a bit resistant to.

Collaboration between themselves.

But.

Our organisation, I think in a way we've kind of brought producers together under the Open Food Network and you know that we've seen a bit more cross trading between them. So if one grower runs a runs a veg box scheme and they run out of leaks, then they know they can come to another producer on our farmers market and be able to buy an extra leaks to supplement their vegetables. So we are seeing it in quite small ways.

Collaboration and kind of engagement in the food hub.

We do all of our marketing on what is free of charge to us.

And so that that limits with no marketing budget, it limits slightly what what we can do so and how how kind of that outreach to customers. But yeah, customer engagement is something we're always working on and what open Food Network's been really helpful actually they've got a lot of big library of webinars around those kind of subjects so.

We're kind of always working on that and trying to tweak it, but sorry I skipped around all over the place answering that.

IA Inman, Alex 1:09:39

But no thanks, Rachel and and Charlie, thanks for your question.

Thank you both.

I'm going to come to a question from from your namesake, Rachel, who's joined us late in a SEC, just to pick up on a point in the chat from Michael Marston. Michael's talking about the Social Value Act.

So a piece of legislation which might be able to help with public procurement in terms of local producers, I think that's an example of where leadership from government.

Really could help to kick start these.

These local exchanges and local markets, I think there's that there is quite a strong argument that there's only so far civil society organisations and goodwill can go. I do think there's a there's a, there's room there for, for legislation to help kick start a lot of these, these these markets just going to Rachel. She asks sorry for missing your presentation question about Csa's community. Supported agriculture. Rachel, do you deal with any of those?

What do you think about CSA model?

R Rachael Forster - Tamar Grow Local CIC 1:10:51

We we don't have any Csas supplying the food hub at the moment, but there's no reason why they they couldn't set themselves up as a producer group.

We do have a project. Our vineyard is actually a registered community supported Agriculture scheme where the Members will pay.

A £50 membership scheme membership to be part of the scheme and.

They come along to management days for the vineyard where we prune, and then it's a share of the harvest at the end. So everyone gets 6 bottles of wine.

If it's all gone well and there's a good harvest, so it's a really nice, it's a really great kind of model for collectivising community and setting up a new scheme. So yeah, it's a great model and if anyone on this call isn't sure about what community supported agriculture is, they've got a really good website. It's it's well worth the look.

IA Inman, Alex 1:11:59

Thank you the two rachels.

For that interchange Gianni, I think there's room for your question. If anybody, we've we've got a little bit of time. We've got 10 minutes or so left. If anyone does have a question, please do post it in the chat if you can. So I can get to that before we before we finish. But my colleague Gianni had a question. I don't know if you want just want to fire up your microphone.

If you're still there.

It looks like he might not be there.

Yeah, he might not be there. As I say, we've got. We've got a little bit more time for for other questions. So do do. Meanwhile, I don't know if you have a question for for either the speakers. My colleague Mingwan from from Exeter that don't worry if you don't.

I have a question. I think what what are the biggest challenges for both of you? So Rachel and Ruta, you know, for for mobilising the Tamar grow local.

Activity that you run, Rachel, what's the biggest challenge and router again for trying to mobilise cooperative?

Um, if I could just ask. I know it's a big question, but if you could narrow it down, what's the biggest challenge you have?

Maybe we start in Poland and then come back to to.

To to the UK.

Would you have a few Rosa?

R **Ruta** 1:13:32

As I've as I have mentioned, we have a problem with social trust and the engagement on the in some kind of common goods or common cooperation, and both from the consumer side and the producer side. I think that the polls are working too hard and and do not, and there is lack of education, totally lack of education, how how healthy food and quality.

IA **Inman, Alex** 1:13:41

OK.

R **Ruta** 1:14:06

Food can be good for the body.

And and when the the Polish teenager the Polish kids are the fastest.

Are the fattest kids in in Europe, so if there is a really big thing, great work ahead of

us.

And it's Trump, Trump, Trump. I mean, it's the education. It's the lack of education, the lack of knowledge.

It's it's really, really meaningful important.

IA **Inman, Alex** 1:14:35

Thank you. Thank you. And a big challenge. Yeah. One we've identified within the project and we we need to try and find solutions to that which is not straightforward. Right. Just just interested. Yeah, if you know your your biggest challenge.

R **Rachael Forster - Tamar Grow Local CIC** 1:14:52

Many of the things that Richard said as well.

Feel close to home.

We really struggle with.

You know.

Competition from supermarkets who?

You know, have a much bigger range. They offer it at much lower cost and it's just getting that kind of message out that you know when you buy local food, you're supporting, you know your community so much more and the local farmers in your village and you know you're supporting heritage and landscape and community so much more.

And livelihoods in your community. But getting those messages out is often quite hard and even harder when.

There's so much stuff going on on in the world and.

You know, we've experienced like enormous increases in electricity and fuel prices and Council tax and bills and all of those things that need to take priority for paying for and food is one of the first things that you can make a change on to save money.

And you know, go back to shopping at the supermarket or, you know, buying less with Tamar grow local because you can get it less to cheaper at the supermarket.

Even though it's not the same product, so we struggle with kind of the unexpected kind of.

Changes in the world around finance.

And also we're a really small team, so there's two of us that are full time. Then we have four part time employees, some drivers and then a voluntary board of directors who kind of oversee our work so times.

Time is spread thinly, I think to be able to kind of do marketing as effectively as we would like.

And communications. So yeah, struggle with that too.

IA Inman, Alex 1:16:57

Yeah, people don't people, people don't.

R Rachael Forster - Tamar Grow Local CIC 1:16:59

And and just government and government support just kind of and I know the governments are strapped as well for cash and don't have a lot of money, but there's just not enough money in the food system for it to be fair and accessible and for people.

IA Inman, Alex 1:17:19

Thanks, Rachel. Joni, I think you've you've come back from wherever you were. I don't know if you wanted to put your question to the speakers.

DM Dionisio Ortiz Miranda 1:17:29

Yes. OK. I'm. I'm sorry. I'm sorry. What's not Nicole?

IA Inman, Alex 1:17:29

He's yeah. No, no, that no problem.

DM Dionisio Ortiz Miranda 1:17:34

You're not. I know. I just wanted to. I mean, this is. I mean, I have some very, very interesting from the scientific point of view, but also very inspiring from the practical perspective, both interventions and the projects. But I'm wondering just to to know the speakers view about how to overcome some barriers that could allow to extrapolate to upscale this kind of approaches not only initiative but approaches in terms of.

Food systems and relationships between food system actors.

To a broader level, I I wouldn't say to mainstream this kind of initiatives, but which are the barriers that are constraining from both the public or the the market point of view?

IA Inman, Alex 1:18:23

I don't know who wants to take that.
But either the.

R Rachael Forster - Tamar Grow Local CIC 1:18:29

Make big question. I mean, we work very in a very tiny geographical area in our area. But what we do is we try to have a replicable model that can be used elsewhere in the country and we support people or other organisations to set up. So on a very, very small scale, it's kind of a way that we're trying to change things.

We're also value our membership of the LANDWORKERS alliance.

You do a lot of lobbying for to policy makers and government, and that feels like an important collective and movement to be part of for us. And but if they feel such big systemic issues around the amount of money in the food system that.

I don't quite know how we changed things apart from joining collectively.

And keep keep carrying on. Really. But I mean, even just getting the kind of small grow share cook project with Plymouth City Council and then realising that there is value and changes in health on a very small scale for those participants and positive outcomes for it.

We hope that we hope that kind of projects like that can be.

You know, expanded on and and through that way it can kind of change as well.


IA Inman, Alex 1:20:03

Thank you, everybody. Sadly, we're out of time. I'm I'm mindful that our speakers are very kindly given up time from their busy day to to to join us. And I don't want to abuse their their, their their goodwill. So we'd better wrap things up. I hope. I hope participants in the in the webinar have found this interesting and useful. I hope this is just the beginning of more conversation.


Through throughout the duration of our of our visionary project, there is a question from Michael in the chat asking whether he could get hold of the speakers. Contact details I'm I'm always mindful of protecting people who are very busy jobs. Rachel, would you be happy to have your contact details sent round and I and there you go. It's in the chat. Thank you for that. I know you have a million and one things to do each day.

So thank thank thank you for that generosity of spirit. Just to say a huge thanks to

the speakers really do appreciate you you coming and talking to us.
And thank you, everybody for participating. Don't hesitate to get in touch with myself and the visionary team. If you wish to follow up anything further as a consequence of this webinar and there will be other web I should just mention there will be other webinars happening this year.
And coordinated by my various colleagues from around Europe on a on a whole range of topics relating to the food system. So hopefully you're all on our website, on our database and you'll receive notifications of those webinars when they happen. So just remember to say thank you everybody and have a good day and a rest of the week.
Take care.

 **Ruta** 1:22:01
Thank you. That was very inspiring.

 **Rachael Forster - Tamar Grow Local CIC** 1:22:01
Thank you.

 **Wojciech Zawadzki** 1:22:03
Yeah. Thank you. Bye.

 **Rachael Forster - Tamar Grow Local CIC** 1:22:04
Yes.

 **Chen, Mingyuan** stopped transcription