



Balaton-Ker-Tész Cooperative



Euroopa Maaelu Arengu
Põllumajandusfond:
Euroopa investeeringud
maapiirkondadesse

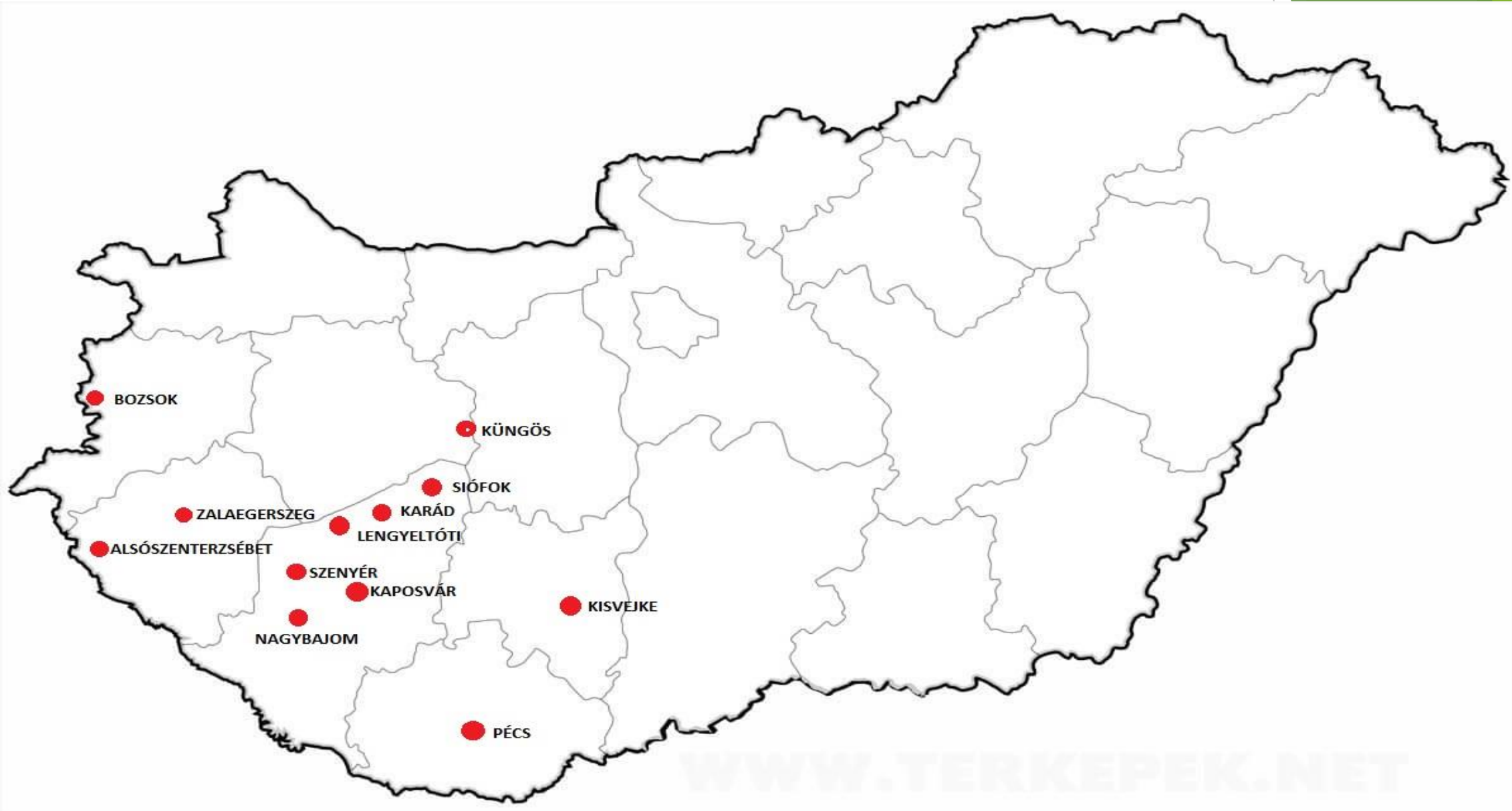
First steps...

- ▶ - KER-TÉSZ SZÖVETKEZET was founded in 18.02.2003 by the fruit producers of Somogy county.
- ▶ - SOMOGY- TÉSZ integrated into the cooperative in 2004
- ▶ - BALATON TÉSZ integrated into the cooperative in 2005
- ▶ - DANUBIA FRUCT Cooperative from Tolna County joined in 2007
- ▶ - DALMO TÉSZ Cooperative from Baranya County joined in 2011
- ▶ - PANNONIA FRUCT Cooperative from Zala County joined in 2011

The end of the 2011 year the Cooperative reach the final form for the next 6 years.

Peaceful times...

- ▶ In 2011 the cooperativa had 305 members with 3500 hectares of orchards.
- ▶ We had members in 6 hungarian counties.
- ▶ The product rangewas unique: walnuts, apricots, sour-cherries, pears, apples, nectarines, plums, hazelnuts, cherries.
- ▶ The coop. has been a participant of the school-fruit program since the beginning (2010- 6000 student 2016 - 85.000 student)
- ▶ We set up our operation in 11 warehouse due to the large geographical distances, the existing cold stores can continue to operate according to their function and continue to provide service to the members of the regions. In this way, the fruit can be stored and sold with the lowest possible transport costs and without transport losses.
- ▶ Our sites play a central role among fruit producers in the given region.



End of the good old years

- ▶ After a few mistakes in 2018 the cooperative lost 130.000 euros of support
- ▶ The school-fruit program are collapsed because due to so-called economic conditions
- ▶ Due to the lost support, the association had to take out a loan (as non-profit company we have no other solution for to survive)
- ▶ The founder and the president of the cooperativa is resigned

First steps....again

- ▶ Reduction of administrative pressure
- ▶ Reduction of the members
- ▶ Different mentality during inspections
- ▶ Changes in the decision-making structure
- ▶ We build a 3 years OP in 2019

And now we building a 7 years OP right now...

- ▶ We educate and keep informed all of Our producers
- ▶ Our Cooperative offers a wide range of services to our producers
- ▶ Our producers benefit by getting personalized markets to their product
- ▶ We have commitment to advancing good agricultural practice to Our producers
- ▶ We standardize the products of different producers
- ▶ And the most important thing is : we work on the OP every day

Here comes some „secret” about Our OP:

Name	2023. yearly plan		
	price	quantity	total price
solar panel, electricity network development	58 509	1	58 509
Plastic boks	141	800	113 184
Pruning shears set with electric 200mm handle	975	3	2 926
Electric pruning shears set	443	1	443
Telescopic rod for pruning shears	169	1	169
Walnut-hazelnut harvesting machine	129 980	1	129 980
Electric forklift truck	28 221	1	28 221
Plastic box loader	28 883	2	57 766
Walnut technology machine line	41 648	1	41 648
fruit picking stands	167	6	1 000
EUR pal. lifter	585	1	585
Circular mower	1 670	1	1 670
Bench mower	7 640	1	7 640
Sprayer	20 825	1	20 825
Front loader	4 200	1	4 200
adapters	10 250	1	10 250
adapters	11 375	1	11 375
picking platform	62 500	1	62 500
plastic container boks	106	178	18 913
Tools:	0		571 804

Name	2023. yearly plan		
	price	quantity	total price
Globalgap audit	9 875	1	9 875
Globalgap system	15 750	10	157 500
GlobalGap auditors	4 048	1	4 048
BMR	6 000	4	
Wages (Sales, Hungary)	9 323	1	9 323
Wages (Sales, Export)	13 730	1	13 730
Minipolisz	17 500	1	17 500
Restaurant project	55 000	1	55 000
Partner meetings	2 500	1	
International fairs	2 500	2	5 000
Cherry gerillamarketing	3 628	1	3 628
Specialist (Somogy county)	12 000	1	12 000
Specialist (Tolna county)	5 000	1	5 000
Services:			292 602

Thank you for your attention!



Máté Tömösváry

+36 20 422 7200

balatonkertesz@gmail.com

www.balatonkertesz.hu