



European Union
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Overview of the situation in food sector in Estonia

Ms Marju Männik, Ms Kadri Raik
Estonian Chamber of Commerce and Industry
Project managers

Marju.Mannik@koda.ee; Kadri.Raik@koda.ee

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Food Export Council, Ministry of Rural Affairs

Was established on June 30, 2017. Consist of 18 representative organizations

<https://www.agri.ee/et/ekspordinoukogu>

- **The purpose of the Food Export Council is to analyze the situation regarding food exports and activities aimed at promoting exports and to make proposals on these topics.**

The Council's activities are expressing an opinion on foreign market activities and target countries in the Vision document "Estonian Food 2015-2020", Food Export Action Plan, selection of priority countries for market access for Estonian food sector. The main topics are:

- The markets open in 2019 to the following countries: Dairy products to Tunisia since 16.01.2019, Horses and breeding material to Uruguay since 28.03.19; Taiwanese dairy products (CN codes 0405 and 0406); joined product to New Zealand since 09.05.2019.
- Russia dropped as an important target market in 2014 and Latvia and Lithuania are the main markets today.
- Germany has been selected as one of the important target markets for the food sector.
- Chinese market is a big potential, we are in a market entry role (honey)
- The 3rd countries are important
- Survey "Export Capacities of the Estonian Food Sector" conducted by the Estonian Institute of Economic Research, in April 2019- in the future, more attention should be paid to which markets focus resources in the context of low volumes of agricultural and food production in Estonia.

Creation of an portal "Export Wise" that gathers the necessary information by sectors for the exporter by Ministry of Foreign Affairs

A long-term knowledge transfer program to increase the sales potential of the food sector

Estonian Agricultural Registers and Information Board (ARIB) procurement

- **The aim of the program is to increase the sales capacity of agricultural producers and processors in order to strengthen their competitive position in foreign markets.**

The program focuses on the following thematic:

- Introducing various forms of export co-operation to **promote international sales** (incl. use of the umbrella brand), introducing of international business, marketing, management and export co-operation competence to Estonian agricultural producers;
- Disseminating information on **organic exports**;
- Disseminating information about target markets to provide an overview of both **consumption trends and distribution channels** as well as the **logic of the target market**. In addition, sharing information on various sources of information that can provide important information on foreign markets;
- Disseminating information and expertise to companies on **developing a business and export plan, including risks** and opportunities to lower risks;
- Disseminating information on key **certification systems** (including private standards).

“Guidelines for planning official Controls in livestock companies in 2019” by VFB and ARIB

The “Guidelines for planning official Controls in livestock companies in 2019” were carried out in 2018 by Veterinary and Food Board (VFB) and Estonian Agricultural Registers and Information Board (ARIB). The results:

- One common and more transparent **data verification system has created**;
- Mapping and identified 80 different risks plus risk factors. **The problem to be solved- the registration data does not correspond to the actual datas** (e.g. replacement ear tags have not been ordered by the keeper, too many lost animals at the keeper's registry). 16 risk factors were added to VFP Annual Control Plan instead of 5, which were dealt before.

There were 1166 of farms with deviations, related to the ARIB registry data (there are 11000 livestock keepers in ARIB register in Estonia). All keepers of animals 10-20 years old were checked, who is not making any movements in the register (neither birth nor death records) by animal species (cattle separate, sheep separate, goats separate, etc.);

- As the priorities for animal health is improving the biosecurity level, preventing the spread of African swine fever and the management of "black meat", these animal husbandry facilities were also identified as high-risk who:

- deal with marketing of milk (from 10 dairy cows);
- all pig keepers within 5 km radius of another pig or other keeper (with regard to swine fever);
- all persons involved in the slaughter for own;
- poultry yards (bird fly control are planned to be carried out (highest risk pigeons);
- all animal keepers, who reported the loss of more than 5 animals in 2018



- The message to others- if collecting the data, they could be collected in such a way that risks can also be assessed. It's quite normal for risk assessment to change next year!

Project „ Baltic Sea Food“

Duration of Project from 1. of October 2017 till 30. September 2020

The three-year project has a total budget of 2,436,479 euros, including the European Regional Development Fund (ERDF) 1 624 240.15 euros, the Norwegian state support for 144,454 euros and the European Neighborhood Instrument (ENI) grant of EUR 45 239.55.

Leading partner –Estonian Ministry of Rural Affairs

14 organizations from 10 of the western seaside countries (Estonia, Norway, Latvia, Sweden, Germany, Russia, Poland, Lithuania)

The aim of project is to develop a functioning business model, that could help districtly divided food networks working in the countryside by the western-sea stock their cafes, restaurants, hotels and rural tourism enterprises with local food products more efficiently and cost-effectively.

The Baltic Sea Food project includes 15 partners from 10 countries responsible for the development and promotion of local food and culinary sector at national or regional level.

<https://projects.interreg-baltic.eu/projects/baltic-sea-food-131.html>



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Estonian sectoral development plans and strategy papers:

1. Estonian Rural Development Plan 2014-2020;
2. Estonian Food Sector Export Promotion Action Plan 2018-2020;
3. Estonian Food Promotion and Promotion Plan “Estonian Food 2015-2020”;
4. Estonian Dairy Strategy 2012-2020;
5. Estonian Organic Farming Development Plan 2014-2020;
6. Comprehensive Program of Estonian Organic Economy 2018-2021;
7. Estonian Cereal Sector Development Plan 2014-2020;
8. Estonian Horticulture Sector Development Plan 2015-2020;
9. Estonian Beef Sector Vision Document 2015-2020;
10. Estonian Agriculture and Fisheries Strategy 2030;

An overview of Estonian food sector (in estonian)

<https://www.agri.ee/sites/default/files/content/ylevaated/ulevaade-pokat-2018.pdf>

<https://www.agri.ee/sites/default/files/content/valjaanded/valjaanne-2019-messitrukis-eng.pdf>



Thank you!



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