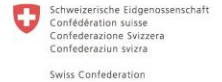


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# Sourcing Organic from Ukraine



# FiBL - Competence in Organic

FIBL

## Warum Aargauer Bio-Forscher in Brüssel ein EU-Büro eröffnen

von Mario Fuchs — az Aargauer Zeitung • Zuletzt aktualisiert am 6.10.2016 um 10:57 Uhr

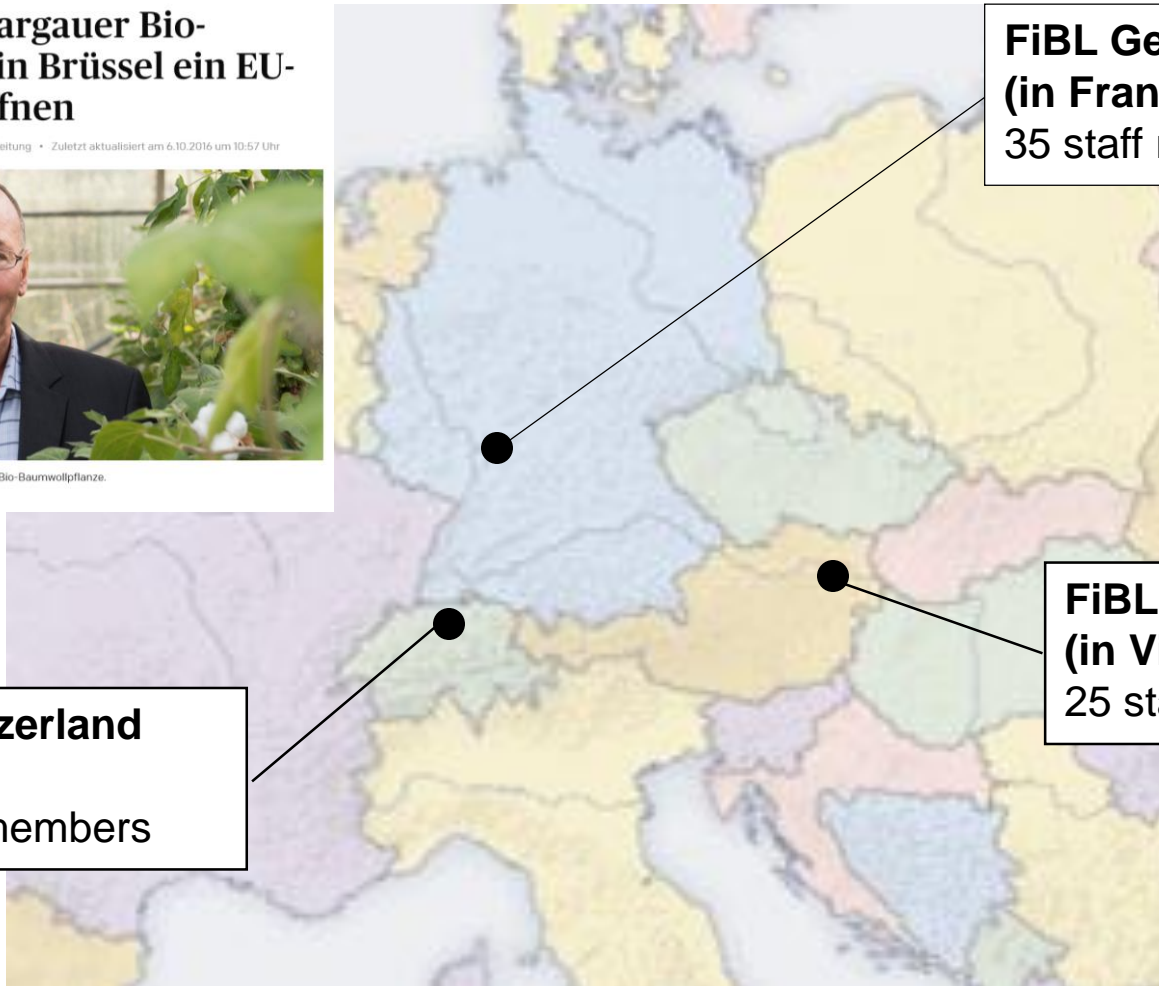


FiBL-Direktor Urs Niggli mit einer Bio-Baumwollpflanze.  
© Alex Spichale

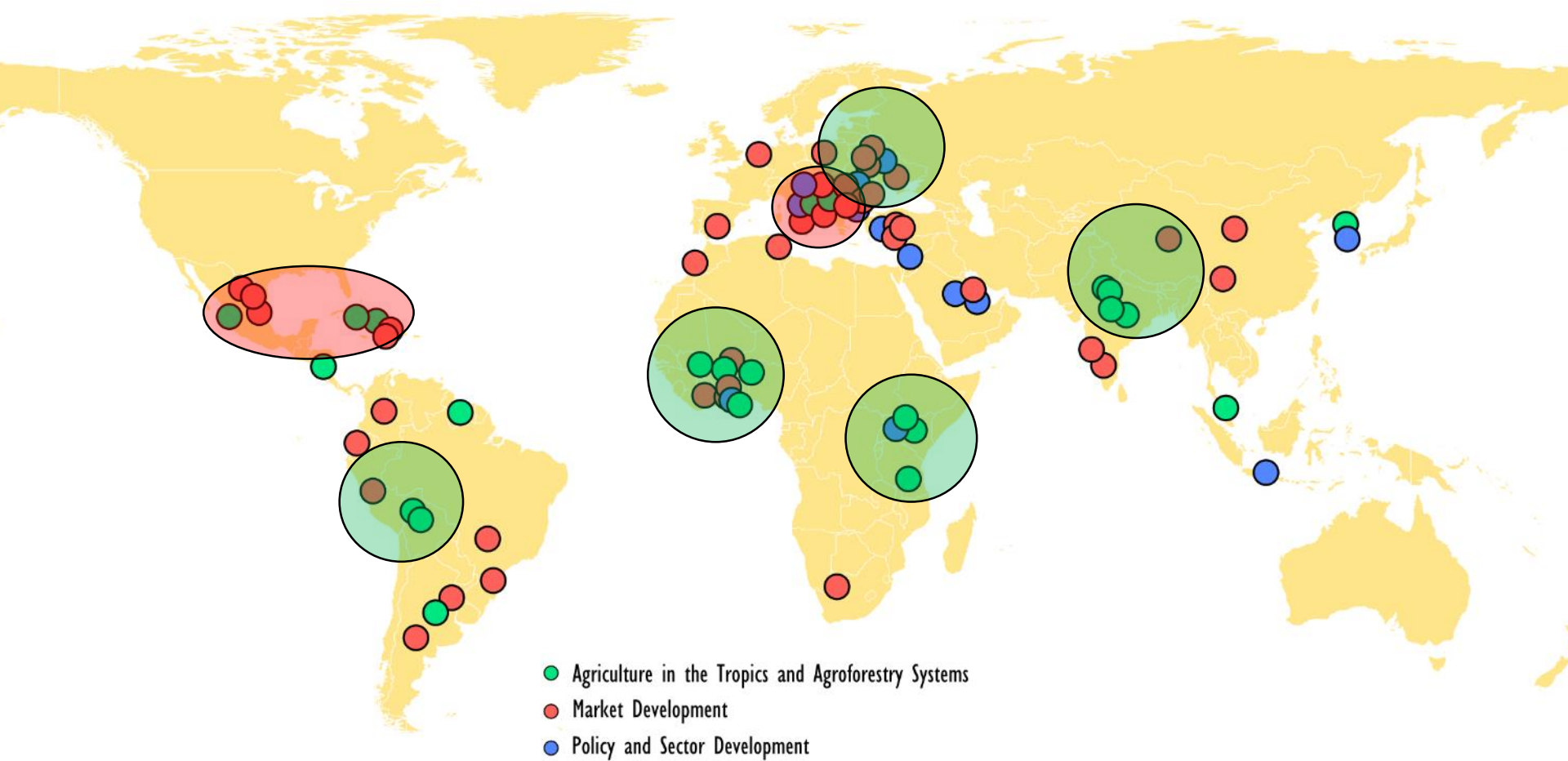
**FiBL Switzerland  
(in Frick):**  
150 staff members

**FiBL Germany  
(in Frankfurt):**  
35 staff members

**FiBL Austria  
(in Vienna)**  
25 staff members



# FiBL >> International Focus on Organic Sector Development





# FiBL in Ukraine >> Arable Crop Production



# FiBL in Ukraine >> Dairy Production





# FiBL in Ukraine >> Strengthen Service Providers



Promotion of the first organic catering service



Media training for SMEs and organic stakeholders



Organic School



Facilitation of organic export



## FiBL in Ukraine >> Conducive Business Environment

## Ukraine country pavilion at the Biofach

## Work with media



# Awareness increase and knowledge transfer through publications



**Technical expertise**  
ЗАКОН УКРАЇНИ  
... сільськогосподарської

[illegible]

Розділ І  
ІННІ ПОЛОЖЕННЯ

[illegible]STRATEGY FOR AGRICULTURE  
AND RURAL DEVELOPMENT  
IN UKRAINE 2015-2020

## Domestic trade facilitation, Involvement of pilot regions





# Organic in Ukraine

## Opportunities / Potential

- › Geographical location
- › Favorable conditions of the nature resources and available agr.land
- › Entrepreneur spirit and openness for new markets
- › Demand from buyers

## Challenges

- › Unstable economic situation in Ukraine
- › New Import guidelines from EU
- › Low business investment climate
- › Shortage in qualified domestic experts on organic production
- › Lack of sound supervision system on the state level
- › Image negatively influenced by fraud case



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Swiss Confederation

# Sourcing Organic Objectives from Ukraine

- To establish new business contacts with potential buyers and matchmaking
- To strengthen stakeholders' knowledge and capacity building on organic
- To offer recent information (market situation, import guidelines, organic sector news)
- To share best practice cases in regard to the trade with organic commodities from Ukraine
- Fruitful B2B networking



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# Sourcing Organic from Ukraine

## Day 1

- Stakeholder messages
- Market overview
- Organic import guidelines from different perspectives
- Conference Dinner

Day 1	Topic	Speaker
14:00	Welcome words and introduction to the conference	Toralf Richter (FiBL) Joachim Lenz (AFCI)
14:15 – 15:00	<b>Organic sector development in Ukraine (Toralf Richter)</b>	
14:15 – 14:30	Organic sector development from the Ukrainian ministry point of view	Olga Trofimtseva (Deputy Minister of Agrarian Policy and Food) Ukraine
14:30 – 14:40	Organic sector development from the Ukrainian SME farmer association point of view	Andriy Dykun (All Ukrainian Agricultural Council) Ukraine
14:40 – 14:50	Organic sector development from the Ukrainian organic sector perspective	Olena Berezovska (Organic Ukraine) Ukraine
14:50 – 15:00	Organic sector development from stakeholder perspective	Eugene Milovanov (Organic Federation of Ukraine) Ukraine
15:00 – 16:00	<b>Market news (Olga Trofimtseva)</b>	
15:00 – 15:30	Overview of organic imports from Ukraine (products, volumes, trends)	Diana Schaack (AMI) Germany
15:30 – 16:00	Overview of organic production and export volumes of organic products in Ukraine	Mariia Makhnovets (QueS) Ukraine
16:00 – 16:30	<b>Coffee break</b>	
16:30 – 18:00	<b>EU Organic Import Guidelines (Toralf Richter)</b>	
16:30 – 17:00	Import Guidelines from the EU commission's perspective	Herman Van Boxem (Policy Officer, Organics Unit, International) European Commission
17:00 – 17:20	Import Guidelines from a German authority's perspective	Hans-Georg Borowski-Kyhos (Regierungspräsidium Karlsruhe) Germany
17:20 – 17:40	Import Guidelines from a Dutch authority's perspective	Lydia Westerouwen Van Meeteren, Paul Severens (Ministry of Economic Affairs) The Netherlands
17:40 – 18:00	How to implement the EU import guidelines from the certifier perspective	Michel Reynaud (Ecocert) France
18:00	<b>End day 1</b>	
19:00	<b>Common Dinner</b>	



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# Sourcing Organic from Ukraine

## Day 2

- Safeguard organic supply chains  
>> different tools  
>> different perspectives
- Panel discussion
- Importer / Exporter experiences

Day 2	Topic	Speaker
08:45 – 09:00	Introduction day 2	Toralf Richter (FiBL)
09:00 – 10:30	<b>Safeguard organic exports (1) (Ksenia Gladchenko)</b>	
09:00 – 09:30	bioCinfo - Track the current certification status for products from Ukraine	Rolf Mäder (bioCinfo) Germany
09:30 – 10:00	Check Organic - How to crosscheck the integrity of organic supply chains	Gerald Hermann (Organic Services) Germany
10:00 – 10:30	Unannounced inspections in Ukraine – the right instrument to reduce fraud risks?	Sergiy Galashevskyy (Organic Standard) Ukraine
10:30 – 10:45	Coffee break	
10:45 – 12:30	<b>Safeguard organic exports (2) (Michel Reynaud)</b>	
10:45 – 11:15	Measures to reduce the risks of imported fraud cases from an importer perspective	Bo van Elzakker (Agro Eco) The Netherlands
11:15 – 11:45	Measures to reduce the risks of imported fraud cases from the exporter perspective	Ksenia Gladchenko (QueS) Ukraine
11:45 – 12:30	Panel discussion with the speakers of the morning session and the first day	Michel Reynaud (Ecocert) France
12:30 – 13:30	Lunch break	
13:30 – 15:30	<b>Panel discussion: Toward reliable market partnerships (Toralf Richter &amp; Olga Trofimtseva)</b>	
	<b>Importers:</b> Olga Gathmann (Bioland Markt) Germany Karst Kooistra (Tradin) The Netherlands	
	<b>Exporters Ukraine:</b> Ievgen Mysnyk (Golden Parmen) Oleg Maksak (Granit Agro) Andriy Nikolayuk (Ethnoproduct)	
15:30 – 15:45	Final remarks and outlook (Toralf Richter & Joachim Lenz)	

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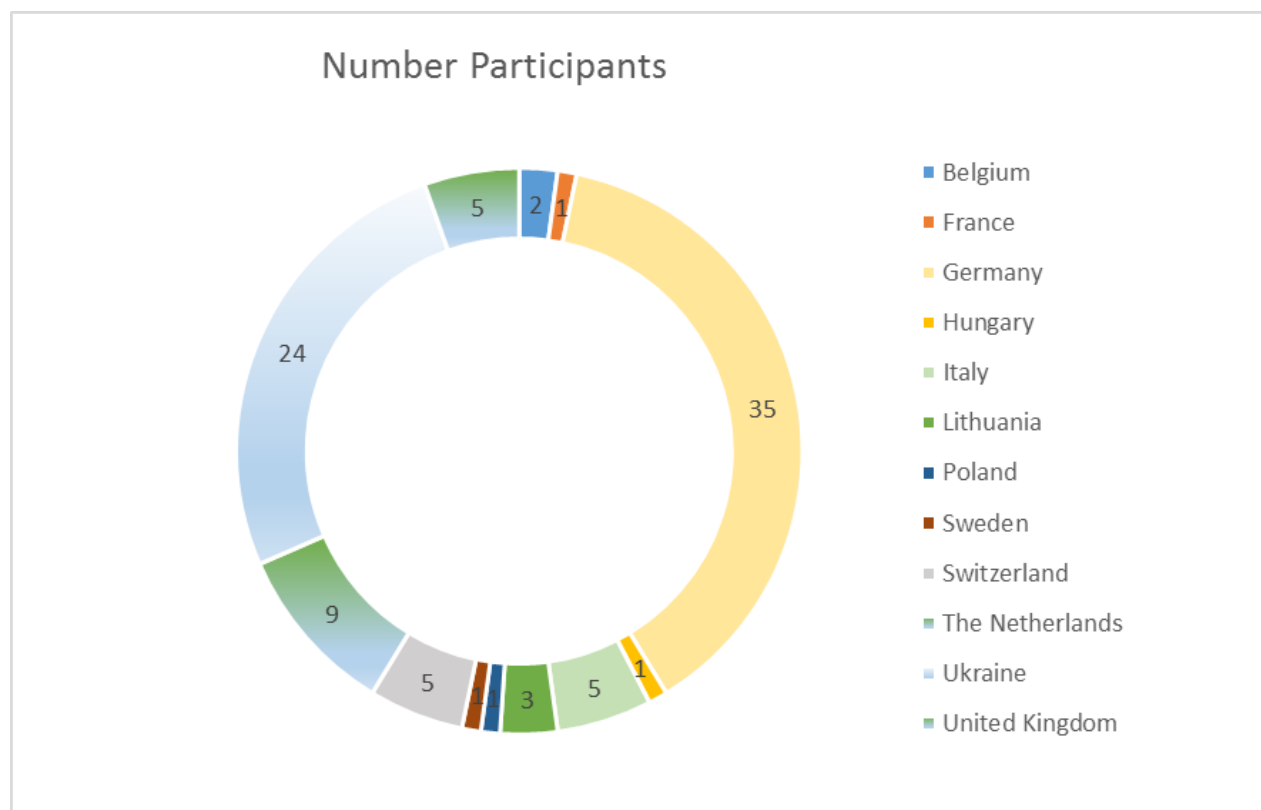
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# Sourcing Organic from Ukraine



**Trust, but verify.**

*Ronald Reagan*

