How N&P ensure its financial sustainability?
Nature & Progrès is a **non profit organization. It is a federation** which unites around 30 local groups.

Its activities covers:

- **Advocacy** based on peasant agroecology and organic farming
- **Label management**: coordination of the PGS N&P
- **Publishing of magazine**: *Revue Nature & Progrès*
Local COMAC send representative to the Federal COMAC.

Local groups send representative to the Federal Council.

N&P organization
Local groups and head office

The 30 local groups of N&P are:
- independent at administrative level → each group has its own board
- independent at financial level
- declared as a non-profit association

The daily operational work of the federation is ensured by the head office → 8 full time positions = people working
+ Supervision by a federal board

This operative office is composed of various department:
- Administrative and accounting
- Communication
- Association coordination
- Label and SPG Management
- Publication of the “Revue”.
Incomes * are provided mainly by :

(*) Fees are net of VAT

1. **N&P membership**
   Members are producers, but also consumers/citizens
   N&P membership : from 20 € to 50 € per year.

2. **N&P label use fee:**
   Producers using the N&P label pay 3 type of fees:
   - **Fee for administrative processing** : 20 € per year
   - **Fee for annual farm visit**: around 180 € per year
   - **Annual contribution on turnover**

   These contributions finance the operational costs of the PGS, especially the salary of the staff.
## Nature & Progrès income

**Income 2017**

<table>
<thead>
<tr>
<th>Income</th>
<th>%</th>
<th>€</th>
</tr>
</thead>
<tbody>
<tr>
<td>TRAININGS/CONSULTANCIES</td>
<td>0.5%</td>
<td>2576</td>
</tr>
<tr>
<td>DONATION from NEF</td>
<td>1%</td>
<td>5193</td>
</tr>
<tr>
<td>OTHERS (donations, etc..)</td>
<td>2%</td>
<td>9290</td>
</tr>
<tr>
<td>MEMBERSHIP TO N&amp;P</td>
<td>8%</td>
<td>39963</td>
</tr>
<tr>
<td>MAGAZINE SUBSCRIPTION</td>
<td>15.5%</td>
<td>76590</td>
</tr>
<tr>
<td>SALON MARJOLAINE</td>
<td>22%</td>
<td>107389</td>
</tr>
<tr>
<td>LABEL N&amp;P</td>
<td>51%</td>
<td>254691</td>
</tr>
</tbody>
</table>

**Total Income**: 495,692 EUR
## Nature & Progrès expenses

### Expenses 2017

<table>
<thead>
<tr>
<th>Expenses</th>
<th>%</th>
<th>€</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAPACITY BUILDING</td>
<td>0%</td>
<td>502</td>
</tr>
<tr>
<td>TAXES</td>
<td>1%</td>
<td>5820</td>
</tr>
<tr>
<td>OTHERS</td>
<td>1,5%</td>
<td>7648</td>
</tr>
<tr>
<td>COMMUNICATION</td>
<td>1,5%</td>
<td>7455</td>
</tr>
<tr>
<td>BUREAU</td>
<td>9%</td>
<td>43749</td>
</tr>
<tr>
<td>LABEL</td>
<td>17%</td>
<td>82106</td>
</tr>
<tr>
<td>SALON MARJOLAINE</td>
<td>8%</td>
<td>39197</td>
</tr>
<tr>
<td>MAGAZINE</td>
<td>8%</td>
<td>41618</td>
</tr>
<tr>
<td>ASSOCIATION</td>
<td>11%</td>
<td>54077</td>
</tr>
<tr>
<td>STAFF</td>
<td>43%</td>
<td>209267</td>
</tr>
</tbody>
</table>
| **Total**          |      | **491,439 EUR**

The chart illustrates the distribution of expenses for the year 2017, with a significant portion allocated to STAFF, followed by LABEL and MAGAZINE. The smallest categories are TAXES and OTHERS.
How much resources for the PGS?

Rough overview at federation level of the resources used to manage the PGS and the label in 2017:

- **Number of hours done by staff**: 5000 (43% of tot expenses)

- **Salaries**: 98.000 EUR (including seasonal workers)

- **Expenses**: 83.000 EUR:
  - 58.000: Contributions to the local COMACs
  - 20.000: farm visit costs (transportation, accommodations, etc.)
  - 5.000: others (meeting, documentations, etc.)
Conclusions

• To date the N&P financial situation follows a positive trend since several years.

• Main goal is to not be reliant on external funding for our operational activities concerning the management of the PGS.

• In order to assure financial sustainability we have 5 options, that can be combined:
  
  1. Reduce the expenses → nevertheless It has a limit.
  2. Access external funding → depends on the possibility and the level of independency decided by the PGS initiative
  3. Charge members with the true cost for the PGS activities → increase the invoicing for members
  4. Call for a voluntary services : it should be encouraged. However a certain budget should be secured for the long term sustainability of the operational activities.
  5. Implement complementing activities.