



Promoting Intellectual  
Property Rights in the  
ASEAN Region

# SEMINAR ON GEOGRAPHICAL INDICATIONS

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# **THE ROLES OF GI ASSOCIATIONS IN GI PROTECTION AND PROMOTION**

# The roles of a GI association

## Why a GI Association?

- The product is the heritage of a **community of producers**, which is responsible for creating the reputation of the product, based on specific know-how and practices.
- **All members** of this community should participate into the GI initiative.
  - ✓ stakeholders involved at various stages of production (*e.g.*, raw material producers, local communities/institutions, processors, distributors).
- A local product can only become a recognized GI if it is supported by a **mobilized and organized** community of producers, generally as an association, whatever is its legal form
- To avoid the **tragedy of GIs**: the under-utilization trap!

## The 3 roles of a GI organization:

1. **Federate** the stakeholders of the Value chain forum; strategic decision making
2. **Manage** the Specific Quality of the Geographical Indication
  1. GI Standards/Specifications
  2. GI Control plan
3. **Promote** the GI and its specific quality

## Key responsibilities of the GI Association

- Draft the GI Specification.
- Participate in the implementation of the control.
- Identify and update the list of members (users).
- Provide technical support (training, procedures, registration documents).
- Promote and market the GI product.
- Fight against misuses and infringements.

## What the GI Association does NOT do ?

- Produce / process the product !
- Buy and sell the product !
- Own the product !

GI associations are managing GI, they are not producer cooperatives

# Apply for GI: Key contents of Specification

- Name
- Description of **product** (and the **specific quality**)
- Definition of the **process** to obtain the quality product
- Definition of production **area** (geographical limits)
- Demonstration of the **link between the Product** specific quality, and **the Place**
- **Labelling** rules
- **Control** plan



## Draft and apply for GI registration

- In the EU: only a group or, subject to certain conditions, a natural or legal person, shall be entitled to apply for registration.
  - any association, irrespective of its legal form or composition, of producers and/or processors working with the same agricultural product or foodstuff

## Contrast with Asia: application by government institutions

- Indonesia :
  - GI guidelines recommend association/cooperative
  - In practice: majority by local authorities
- Thailand:
  - In practice: majority by local authorities
- India:
  - In practice: majority by government institutions
- Vietnam:
  - GI belong to the State
  - In practice: always by local authorities

# Implementation of the quality control

- The GI Association -within the Geographical area– before the product is placed on the market, ensures the quality control by:
  - Providing tools for **self-controls**,
  - Managing “**internal controls**” of the production/processing site and of the final products
  - Choosing and **coordinating with the external control body** (if any)
  - Ensuring the **traceability** of all producers
  - Facilitating **conflict resolution** and provide arbitration in case of disputes
- Open questions:
  - mandatory to be member of the association to use the GI ?

- Promotion of the GI name: not the promotion of a particular producer/Enterprise
- Events / Fair/Festival
- Sales and tasting
- Flyers and booklets for consumers and producers
- Website of the association
- Collaboration with tourism offices
- Picture exhibition...

## Protection against Usurpation

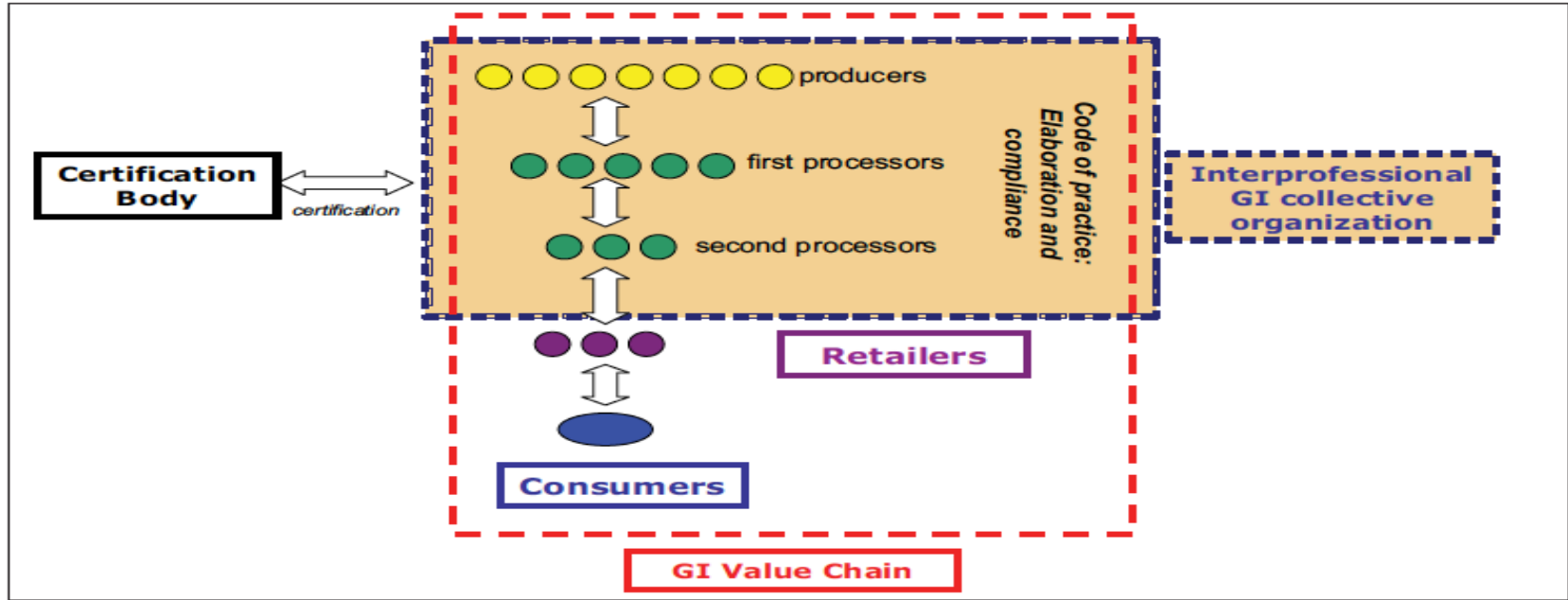
- mainly the role of authorities – “market police”, boarder protection to ensure that the GI is not be usurped.
- But the GI Association should contribute by
  - Market monitoring and alerting the competent authority
  - Legal actions in front of courts

# Building the GI association

- **Important questions** to address:
  - ✓ Who should be part of the GI Association? Everybody (France) or representatives (Switzerland)
  - ✓ How will the different segments of the value chain be represented?
  - ✓ Should the GI Association be organized in “chambers”?
- **Prerequisite** = Understanding the value chain
  - ✓ Have clear picture of: the main stages of the value chain, the main stakeholders involved along the value chain, the flows of products (and by-products) along the chain.

# Representativeness

Include all stakeholders influencing the quality

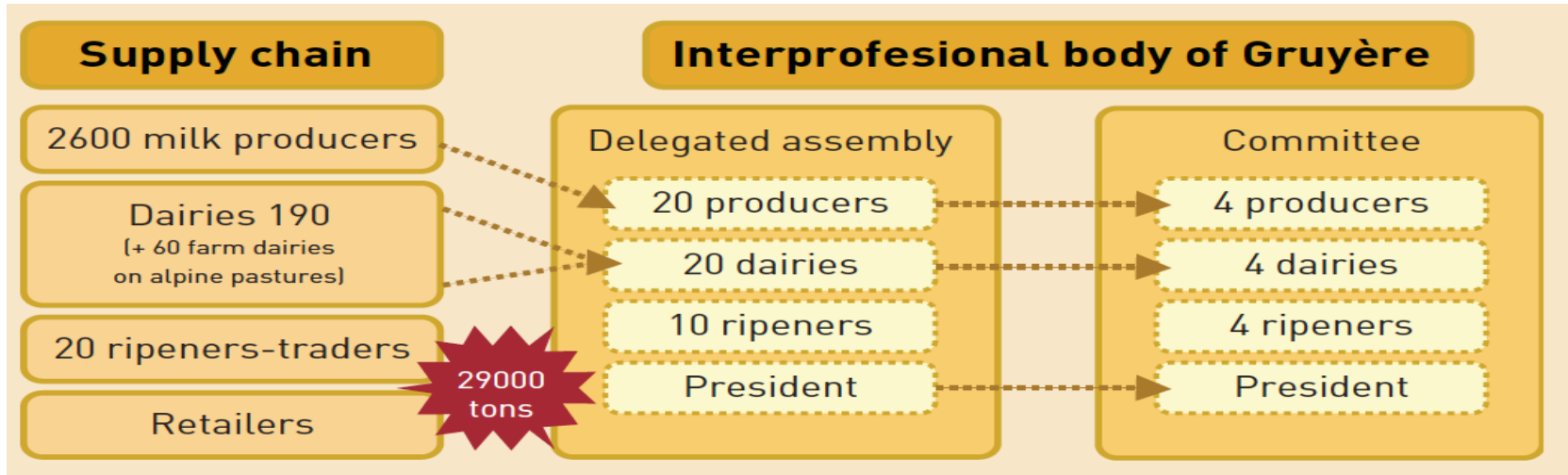




# Which GI Association ?

- Various forms in the EU
  - Consorzio (Italy), Organisation de Défense et de Gestion (France), Consejo regulador (Spain), Interprofession or Interprofessional Body (IPB) ..
- Can be independent, or included in a wider organisation (Product boards)
- Non discriminatory membership to the Association: only criteria should be the compliance with GI specifications
- Clear and transparent **rules** and **decision-making mechanisms**
- Can include, or not, regional government
- Is a “Not for profit” organisation

# The governance of the Gruyère PDO



- Organization for GI Defense and Management
- Mandatory and automatic membership of all producers/processor
- Representativity of all operators
- Statutes of the GI association are examined by the authority in charge of registering GIs

## Mobilizing stakeholders: How to? (1/2)

- **Communicate** as widely as possible the concept and invite value chain stakeholders and public authorities to consultations
- Form a **working group of motivated individuals** (ideally, various types of stakeholders along the Value Chain)
- **Formalize the GI Association** by organizing the first formal “General Assembly”; by electing the committee (and others), secretariat; by collecting fees (according to the volume of production).

- **Work simultaneously on various issues**, only register GI once everything is ready
  - the GI specification
  - the control plan
  - the GI association (statutes, rules, traceability tools and income sources)
- **Balance** between GI Association/ public authorities.



Stakeholders  
acting individually

Organised GI  
stakeholders acting  
as **one entity**

# Incomes of the GI Association

- All these services require money
  - Quality control and Promotion are the main costly services
- Internal Income (i.e income generated by services provided to the members):
  - Annual membership fees
  - Contributions per volumes (CpV)
- External Income
  - Subsidies from various government institutions and/or NGOs

## Annual membership fees

- Should cover certain fixed costs:
  - decision structures (meetings of the board)
  - internal information (information leaflets)
- Gives the right to members to be informed and participate
- Should be set at a level that allows all to participate



## Contribution per volume (CpV)

- GI users pay on the basis of their produce volume
- Important to identify the best point in the value chain where to perceive the contribution
- Usually the main source of finance
- In the EU the CpV goes from 0.5 % to 8% of the value of the final Product: (0.5% for Kampot Pepper)

# EXAMPLES OF GI ASSOCIATIONS:

Sweet oignons from Cévennes,  
Chili from Espelette (France)

# Sweet Onions Cévennes, France



- 1987 Creation of the Association for the valorisation of sweet oignons
- 1991 Creation of the Cooperative “Origin Cevennes” for the marketing
- 1996 Creation of the Association for AO registration
- From 2003 – 2010 :
  - recognition of GI Association by French National Authority for GI (INAO),
  - application and registration at the EU level
  - validation of the control plan
  - choice of the control body: Qualisud

- Members:
  - 109 producers
  - 2 processors (= packaging and commercialisation)
  - 19 producers who also process
- Administration Board: 13 members
- Executive board:
  - 1 President, 1 Vice President, 1 Secretary, 1 financial accountant
- Meetings :
  - 1 general assembly/year: 1 member = 1 vote
  - Board : 3 meetings /year + thematic meetings (promotion)

- Internal income
  - Fees of 30 € / per ton onion sold with GI label
- External income from Provincial authority + EU
  - for promotion and communication
- Expenses:
  - 60% for the GI Association (mainly internal control)
  - 30% for the external control body
  - 10% for national GI regulation body (INAO)

- Habilitation of the operators and Updating of the list
- Planification of the Controls
- 10% of the seedlings are controlled
- 100% of the annual production is controlled
- Follow up of the corrective actions
- Organisation of the sensorial analysis commission
- Management: software and data base

- Events / Fair/Festival
- Sales and tasting of the oignons
- Flyers and booklets for consumers and producers
- Website of the association
- Collaboration with tourism offices
- Picture exhibition



# Promotion, communication: Chili Espelette

- ✘ Opening a museum of Piment d'Espelette

👉 30 000 visitors per year



- ✘ Offer communication tool

- ✘ Link between media and producers

*Syndicat du Piment d'Espelette AOP*  
EZPEIETAKO BIPERRAREN SINDIKATUA



- ✘ Participating to events

- ✓ Salon International de agriculture (Paris)
- ✓ Local and national flavors competition



- ✘ Communication in social media



2310 followers

InterIG – Sète - 04 october 2018

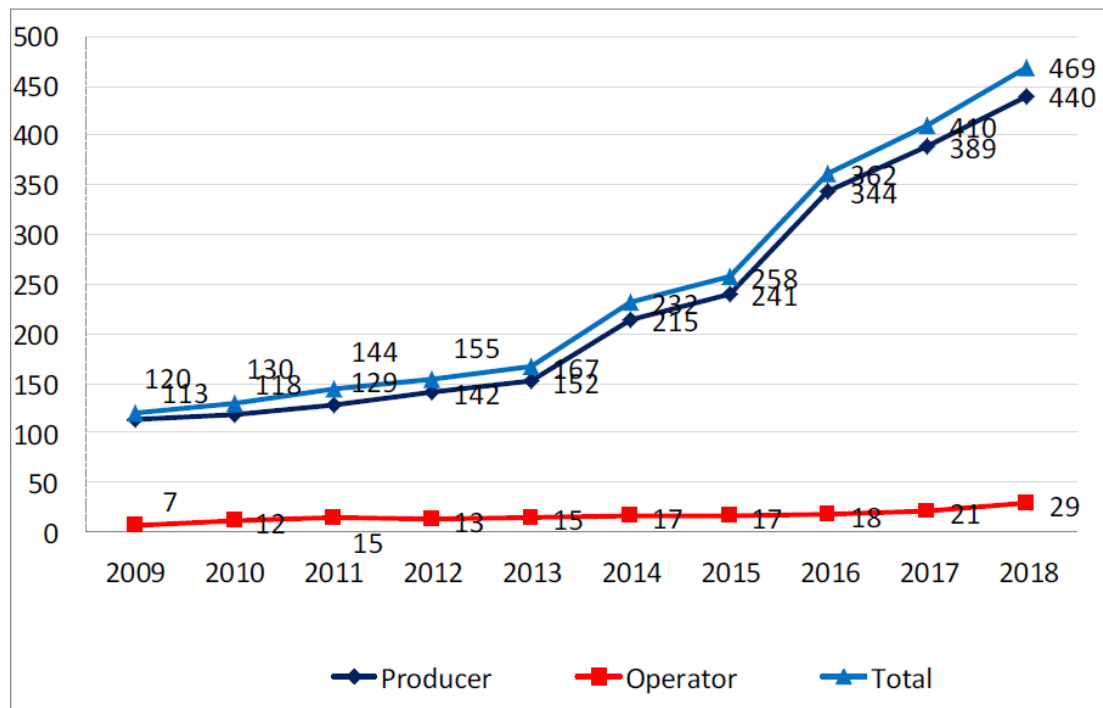
# Example of KAMPOT PEPPER PROMOTION ASSOCIATION, Cambodia

- Registered by Ministry of Interior N° 293 on 12<sup>th</sup> Dec.2009
- Address: AnkorCheyl, DamnakKantoutKhangTbong, Kampong Trach, Kampot
- Phone: 092 752 572 / 092 618 011
- E-mail: [kppa2008@yahoo.com](mailto:kppa2008@yahoo.com) / [kppa2008@gmail.com](mailto:kppa2008@gmail.com)

# Annual budget

ACTIVITIES	BUDGET	%
Board and executive committee meetings	USD 954	3.3
Meeting with members to disseminate statutes, internal rules, BoS and training on book of matter accounting	USD 250	0.9
Registration of new members	USD 565	2.0
Training to internal inspectors	USD 100	0.3
Internal control	USD 4,000	14.0
External control	USD 6,700	23.4
Closing monthly balance	USD 204	0.7
Promotion and Marketing	USD 2,840	9.9
Annual General Assembly	USD 2,000	7.0
Fighting againts frauds	USD 3,000	10.5
Pepper analysis including sensorial anlysis	USD 1,200	4.2
Staff salary and others	USD 6,850	23.9
<b>TOTAL</b>	<b>USD 28,663</b>	
<b>TOTAL INCOME FROM SERVICE FEE ONLY</b>	<b>USD 40,000</b>	
<b>BALANCE</b>	<b>+ 11,337 USD</b>	

# Number of members of Association



## Development of promotional tools

- Leaflets
- Banners
- Videos
- ...etc.

## Promotion activities through:

- Website ([www.kampotpepper.biz](http://www.kampotpepper.biz)), radio, television, magazine and other medias
- Participation in exhibitions in Cambodia and abroad



## 2.5. Promotion tools of Kampot pepper

**គ្រូប កំពត KAMPOT PEPPER**  
*"The taste of heritage"*

**Ingredients (serves 2)**

- 300g Local Beef Sirloin (sliced)
- 4g Fine Salt
- 20g Kampot Black Peppercorn
- 10ml Lime Juice
- 80g Red Curry Paste
- 5g Prawns - Fish Paste
- 1 Red Bell Pepper
- 1 Green Bell Pepper
- 10g Shallot
- 100g Beef Stock
- 20g Kampot Spee Palm Sugar
- 10ml Red Sauce
- 10g Unsalted Butter
- 10ml Sunflower Oil
- 200g Green Papaya Pickle

**RECIPE**  
**Beef Skewers with Kampot black peppercorn**



Visit our website: [www.kampotpepper.biz](http://www.kampotpepper.biz)


**Method**

1. Cut the beef in thick slices
2. Let the beef marinate with the Kampot black peppercorns and the red curry paste for 10 minutes
3. Slice the shallots, green and red bell peppers, and fry in a pan with oil and crushed pepper
4. Add the marinated beef to the hot pan and fry until the beef turns a golden color
5. Serve on a plate with pickled green papaya on the side and a Kampot pepper and lime sauce

**KAMPOT PEPPER**  
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**GEOGRAPHICAL INDICATIONS**  
 Protecting world heritage brands for the benefit of rural producers

**Kampot Pepper**



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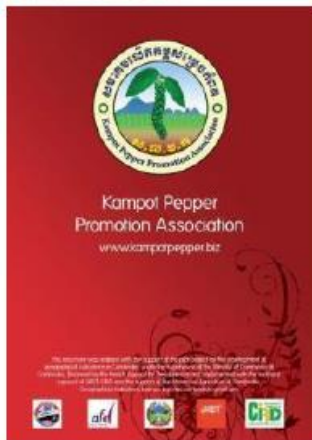
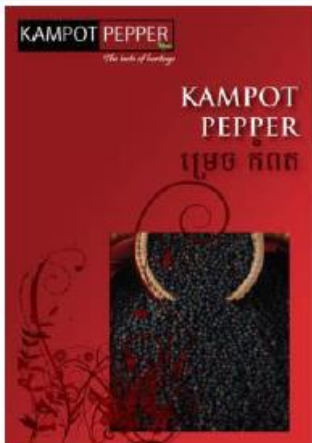
**គ្រូប កំពត KAMPOT PEPPER**  
*"The taste of heritage"*

Kampot pepper's specificity comes from the mildness of its spice, the freshness and complexity of its aroma, and its exceptional lingering taste.



Kampot pepper unique flavour and taste make it one of the best peppers in the world – unchallenged king of spice in the kitchens of the most renowned chefs.

Visit our website: [www.kampotpepper.biz](http://www.kampotpepper.biz)





# CONCLUSIONS

- Producers Association is the key player for managing the GI and make it successful:
  - many origin products exist, but only those supported by collective action will become successful GIs
- Set-up is better to be as soon as possible:
  - when the GI is under construction
  - Deciding on the GI requirements for their product is motivating and commits responsibility !



Thank you for your attention

[denis.sautier@cirad.fr](mailto:denis.sautier@cirad.fr)



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