



IRISH CO-OPERATIVE ORGANISATION SOCIETY LIMITED

112th Annual Report

06



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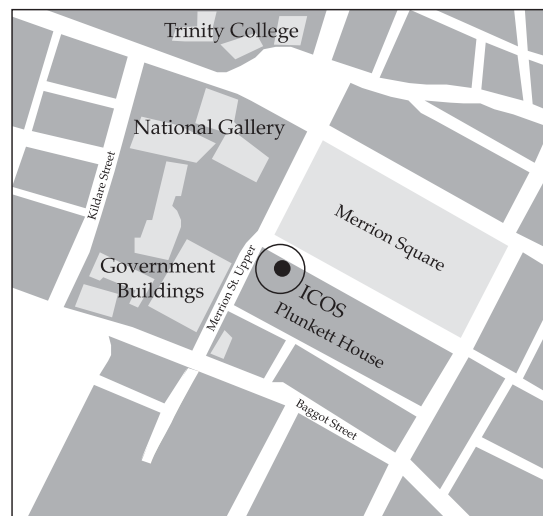
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Introduction to ICOS

ICOS is the representative organisation for co-operatives in the agri-business and rural sectors in Ireland, and also provides a range of services to our member co-operatives. We represent Irish co-operatives at national and at international level.

Over 150 Co-operatives are members of ICOS and these co-ops have a combined individual membership of over 150,000 people. We have a Board of Directors of 16 people representing the member co-operatives. The Board elects the President. In addition there is a Council of 31 people who are elected, co-opted or appointed by the co-ops.

We have a staff of 14, which are located at the head office in Dublin, in the Regional office in Cork and the Brussels office.

- ICOS is one of the Social Partners and has been party to the negotiations, which have led to each of the national partnership agreements since 1987. This has provided ICOS with the opportunity to present the views of co-operatives during negotiation and the following review process.
- ICOS is represented on many expert groups, advisory committees and other consultative bodies, which are involved in advising Government Departments, the European Commission and others about the co-operative views on many issues.
- ICOS has nominated representatives onto the boards of other organisations including the Irish Dairy Board, Teagasc, National Dairy Council, National Economic and Social Council (NESC).

Services provided

The mission statement of ICOS is:

'To provide leadership for the co-operative movement and to promote, develop, co-ordinate and represent agri-business and rural related co-operatives in the interests of their members.'

In order to fulfil this mission, ICOS provides the following services to its member co-operatives:

Strategy

- Strategy support for the dairy and livestock sectors to encourage the development of strategies within and between co-ops.
- Business advisory service, e.g. consultancy, business reviews and strategy development.
- Supporting co-ops to manage business cost issues.

Policy and Analysis

- The ICOS Dairy Committee, National Marts Committee and Rural Development Committee adopt policy positions on many issues which affect the sector and pursue these issues with the Department and EU Commission.
- Provide analysis, information and lobby on:
 - Dairy market support measures, agriculture policy issues and World Trade Organisation negotiations.
 - Livestock mart issues, such as animal transport, CMMS, animal identification, regulatory matters and animal welfare.
 - Nitrates Regulations, legislation on veterinary medicines, milk quota regulations, rules and schemes, energy policy and CO² emissions.

Introduction to ICOS

Information

- Provide information, advice and lobby on regulation of on-farm milk standards such as Hygiene Regulation, Inspections, Milk Transport Regulation and the Working Time Directive.
- Provide information on regulations in regard to Control of Antibiotic Residues, Animal Health issues and Whey Eliza testing.
- Service the Butter/SMP/Cheese Manufacturers Associations.
- Provide information and support on grant aid schemes for capital investment for dairy processing, grain, product development and research.
- Provide information to financial controllers on EU issues.
- Multi employer pension scheme administration and advice. Processing of claims, calculations of options for redundancy packages.
- Rural development information and initiatives.

Training, development and governance

- Organise Director Training Programmes for co-op directors.
- Advice on co-operative legislation, co-op rules amendments and reviews, procedures, representation and governance.
- ICOS/ACCEL Skillnets training for co-op management and staff development.
- Develop overseas contacts for co-ops.
- Organisation of conferences at national and regional level on matters relevant to co-operatives.

Represented on national and international organisations

- ICOS is represented on many organisations, such as Teagasc, NDC, Irish Dairy Board, COGECA (European co-op organisation), Structural Fund Monitoring Committees on other local and regional groups and a number of expert groups set up by the Department of Agriculture and Food e.g. Quota Review Group, WTO, Functional Foods, Charter of Farmers Rights etc.

ICOS Board 2006

Members	Address
Mr. James Brosnan	Fahavane, Kilflynn, Tralee, Co. Kerry
Mr. Donal Cashman	Coole, Whitecross, Co. Cork
Mr. Tom Corcoran	Bohadoon, Dungarvan, Co. Waterford
Mr. Tom Doyle	Ballyoughter, Gorey, Co. Wexford
Mr. Pdraig Gibbons	Bullaun, Mayneen, Westport, Co. Mayo
Mr. Liam Herlihy	Headborough, Knockanore, Co. Cork
Mr. Patrick Kelleher	Coolmountain, Clondrohid, Macroom, Co. Cork
Mr. Mike Magan	Kilashee, Co. Longford
Mr. Hugo Maguire	Beechford Farms, Clones, Co. Monaghan
Mr. Patrick McLoughlin	Garrykennedy, Portroe, Nenagh, Co. Tipperary
Mr. Dan Joe O'Donovan	Minanes, Drinagh, Co. Cork
Mr. Michael O'Dwyer	Bridge View, Ardmayle, Cashel, Co. Tipperary
Mr. Noel O'Sullivan	Breeneybeg, Kealkil, Bantry, Co. Cork
Mr. Sean Sweeney	Knocknaderry, Killala, Co. Mayo
Mr. Lexie Tinney	Drumcairn, Manorcunningham, Letterkenny, Co. Donegal
Mr. Michael Walsh	Coolroe, Graiguenamanagh, Kilkenny, Co. Kilkenny



Picture of Current ICOS Board

Left to Right;

Front Row; Seamus O'Donohoe, Secretary, Pdraig Gibbons, President, Patsy Kelleher, Vice President (South), John Tyrrell, Director General, Dan Joe O'Donovan, Tom Corcoran.

Middle Row; Noel O'Sullivan, Hugo Maguire, Vice President (North) Lexie Tinney, Michael O'Dwyer, Tom Doyle

Back Row: Sean Sweeney, Mike Magan, Michael Walsh, Liam Herlihy, Pat Mc Loughlin

Absent from picture; Donal Cashman, Pat Flabive

ICOS National Council

The National Council consists of all Board Member's as listed on the previous page, and the following additional members;

Members	Appointed by	Address
Mr. Tom Brooks	Clare Marts Ltd	Drumcaurin Ennis, Co. Clare
Mr. Jackie Cahill	ICMSA	Killinan, Thurles, Co. Tipperary
Mr. Paul Connolly	Commercial Mushroom Producers Society Ltd	Crush, Emyvale, Co. Monaghan
Ms. Carmel Dawson	ICA	Hawthorn Road, Station Road, Tullow, Co. Carlow
Mr. John O'Donovan	Lisavaird Co-op Society Ltd, Kilkern	Castlefrefreke, Clonakilty, Co. Cork
Mr. James Gallagher	Connacht Gold Co-operative Society Ltd	Cornagee, Kinlough, Co. Leitrim
Mr. Con Halahan	AI Co-operative	Toames, Macroom, Co. Cork
Mr. Tom Leahy	Cork Co-operative Marts Ltd	Ballyharrahan, Dungarvan, Co. Waterford
Mr. Jim Maguire	National Co-op Farm Relief Services	Beglieve, Bailieboro, Co. Cavan, Co. Cavan
Mr. Colm Markey	Macra na Feirme	Irish Farm Centre, Bluebell, Dublin 12
Mr. John Joe O'Brien	Roughty Valley C.S. Ltd	Gerah, Banane, Kenmare, Co. Kerry
Mr. Matt Quinlan	Tipperary Co-op Creamery Ltd.	Cappa House, Cahir, Co. Tipperary
Mr. Jim Russell	Centenary/Thurles Co-op Society Ltd.	Ballyduag Thurles, Co. Tipperary
Mr. John Walsh	Dairygold Co-operative Society Ltd	Cloughnadromin, Ballysimon, Co. Limerick
Mr. Pdraig Walshe	I.F.A	Irish Farm Centre, Bluebell, Dublin 12



Members of the current ICOS Council;

Front Row Left to Right; Seamus O'Donohoe, Pdraig Gibbons, Patsy Kelleher, John Tyrrell, Dan Joe O'Donovan

Second Row: Noel O'Sullivan, Hugo Maguire, Lexie Tinney, John Joe O'Brien and Tom Leahy

Back Row: Sean Sweeney, Mike Magan, Colm Markey, Michael Walsh, James Gallagher, James Brosnan, Liam Herliby, Pat Mc Loughlin, Jim Russell, Donie Cashman, Tom Doyle, Paul Connolly, Matt Quinlan, Tom Corcoran

Missing from Picture; Michael O'Dwyer, Tom Brooks, Pdraig Walshe, Jackie Cahill, John O'Donovan, John Walsh, Jim Maguire, Con Hallahan, Carmel Dawson

President's Statement

2006 was a year when co-ops faced difficult trading conditions and cost pressures. It was a year when the combined impact of weak dairy markets, the implementation of the Luxembourg Agreement and cost pressures squeezed margins for both co-ops and producers. Fortunately, world market conditions improved towards the end of the year, and the signs are that this momentum will continue through 2007.

Dairy Investment

In the lead up to talks on a new Partnership Agreement with Government in early 2006, ICOS made the strong case for a fund for investment in the milk processing sector. We highlighted the crucial and urgent need for investment. This was in order to prepare the sector for the future challenges and opportunities arising from changes to EU market supports, cost and competitive pressures, and changing customer and market demands.



Padraig Gibbons, ICOS President

This case was developed by ICOS with the Department of Agriculture and Food and with Enterprise Ireland. We welcome the announcement by Minister for Agriculture and Food, Mary Coughlan, of the scheme of grant aid amounting to Euro 114m for investment.

ICOS played a very active role with co-ops by encouraging and promoting co-ordinated planning on investment measures under the Investment scheme. By the closing date in November 2006, a number of joint investments had been considered.

There is recognition in the dairy industry of the need to pursue further processing efficiency, and this includes scale of processing, seasonality, market opportunities and investment in product & market development. There are a number of factors which provide advantages to the Irish dairy sector, such as the low cost grass based production system, our potential for growth after quotas, our access and proximity to the EU market, and the underlying financial strength of the industry.

Markets now appear to be going through a new phase of development where supply from Australia and New Zealand is either restricted by water shortages or is taken up by strong demand from China. Demand for dairy products also continues to grow. This may indicate a new trend in world dairy prices, which could operate at levels above what had been projected only a short time ago.

Livestock

The co-operative livestock mart sector had a successful year of trading in 2006. ICOS played a key role between marts and the Department in the development of a live CMMS system in marts. This will be a major help to farmers who are buying and selling stock in marts. It will reduce the administrative burden on farmers and will simplify the process on sale days and at export lairages.

In addition to seeking ways and means to reduce their cost base in the provision of traditional co-operative livestock services, co-op marts have continued to develop new areas of activity outside their core livestock trading business. This is a matter of maximizing the potential in the co-op by using the management skills and assets to pursue commercial opportunities on behalf of the members. This development underpins the core service to the members by providing a financial return. It also creates the opportunity to develop the skills and capacity of management, which will benefit the business for the future.

President's Statement

Partnership

The Partnership negotiations, which began in February, were not concluded until November. Progress was slow in a number of areas, including employment conditions, wages and agriculture. The proposed Nitrates Regulations proved particularly difficult. In the negotiations ICOS emphasised that the cost base for the sector was under pressure on wages levels, regulatory issues and energy costs. The sector is selling products to international markets and must remain competitive. In the course of the forthcoming review of progress of the Towards 2016 Partnership Agreement, we will continue to highlight these issues, and press for action to address the concerns of the sector in these areas.

Future

We can now see the shape of many of the challenges and opportunities which face the agri-food sector. The EU Health check in 2008, with its likely phasing out of quotas by 2015, the consequences of a possible WTO deal, cost and regulatory pressures, and new trends in world trade, all highlight a changing business environment.

Co-ops provide the structure for producers to work together to overcome challenges and develop opportunities. I see opportunities for co-ops to develop not only within their own business, but to collaborate with other co-ops for the mutual benefit of all the members. This requires vision, leadership and drive. ICOS will play its role to actively promote collaboration between co-ops in a variety of areas, where this offers possible opportunities.

The Board of ICOS sees the tremendous potential of co-operation and believes that co-operatives, which are willing to adapt and reorganise, will build on their strengths and provide commercial solutions for the agri and rural sectors in the future. We believe that producers should recognise the potential of their existing co-ops and the potential to use the co-operative model in the provision of a wider range of goods and services to the agricultural and rural economy. It remains critically important for producers to be part of the business, which buys and markets their produce and supplies their inputs. Producers benefit from the success of their co-op.

I would like to record my thanks to the Board and Council of ICOS for their support during the year, and in particular to my two Vice Presidents, Patsy Kelleher and Hugo Maguire for their good counsel. I also wish to record my appreciation to the staff of ICOS for their dedication and commitment in their work. Most importantly, I wish to convey my sincere appreciation to all our member co-ops for continuing to support ICOS, and wish them success in 2007.

During the past year, Jim Moloney (former Director General of ICOS and former Chairman of IAWS plc), Ed Prendergast (CEO of Lakeland Dairies), Tim Murphy (former Deputy General Manager in North Cork Creameries) and more recently, John O'Donovan (Vice Chairman, Barryroe Co-op) died.

Ar dheis Dé go raimh a n-anam go léir

Padraig Gibbons
ICOS President

Director General's Report 2006

During 2006, ICOS was actively involved in representing its member co-ops on a range of issues, including Partnership negotiations, EU market support and other policies, Capital Investment Fund, environmental, veterinary and energy regulations, rural policies and WTO negotiations.

In addition, ICOS has also been active in providing a wide range of other services to co-ops on issues such as strategy development, legal and governance matters, training & development, pension administration and business planning.

Social Partnership Discussions

The Partnership negotiations commenced in February 2006. Early in the process, the talks ran into difficulty over the Governments handling of the nitrates regulations. The negotiations were very protracted with delays due to union concerns about employment standards and difficulties in the wage talks. At the conclusion, ICOS achieved a very successful outcome with its lobbying efforts for grant aid to assist in consolidating and upgrading the dairy sector.

In addition, the agreement undertook to reduce disease levies by 50%, to increase access for dairy farmers to REPS, increase financial support for various schemes including an increase in the limits under the dairy hygiene scheme from €50,000 to €120,000. Overall there was a substantial increase in Exchequer funding for agriculture from €2 bn in the previous programme to €4.7 bn in this programme.

The agreement also undertook that engagement between local development agencies and the co-operative movement would be encouraged to ensure their familiarity with the co-operative option, particularly where incorporation is a condition of funding for applicants.

Capital Investment Fund for Milk Processing

In early 2006, ICOS continued to press the Department of Agriculture and Food to put in place a dedicated fund for investment in the milk-processing sector. Significant progress was made in the early part of the year in bilateral discussion on the issue with the Department and ICOS achieved a commitment in the Partnership Negotiations - Towards 2016, that grant aid totalling 100 million Euro would be provided for an investment fund.



Breeda O'Carroll – ICOS Accel Project Administrator, Michael Cronin – Chief Executive Newmarket Co-Operative, Sean McAuliffe – Chief Executive North Cork Co-Operative and Chairman of ICOS Accel Project and Noelle O'Connell – ICOS Accel Project Manger at the ICOS National Conference on 6th November, 2006.



*John Tyrrell,
Director General*

Subsequently, ICOS organised a number of meetings on the proposals for milk processing managers with the Department and Enterprise Ireland. ICOS staff provided detailed information on the scheme conditions and committed considerable resources to assisting co-operatives in the preparation and submission of applications for grant aid. ICOS staff also explored the feasibility of a number of joint processing proposals under the fund.

The gross investment potential of the scheme is €250 million to the dairy processing sector. The evaluation of projects submitted by the sector took place in late 2006 and early 2007. The decision on the successful applications in expected in the second quarter of 2007.

Director General's Report 2006

Dairy Strategy

In the course of the year, ICOS commenced a review of the ICOS dairy strategy. This is to examine the issues which are facing the sector and if necessary modify the recommendations of the ICOS Dairy Strategy which was produced in 2000. The Board of ICOS has been briefed on progress. ICOS has also met with co-operatives to explore the future development of the processing sector. The aim of these meetings was to both assist with funding applications under the dairy investment scheme and to make longer term strategic recommendations for the sector.

Milk Quota Exchange

In March, the Minister announced that she intended to introduce a more open system of transferring milk quotas via an exchange system, operated at co-op level. ICOS initiated an intense process of information and consultation with co-ops about how such a system might operate. The topic was examined in detail by ICOS, including the long-term development of the sector, impact of changes on milk production in less favoured areas and the experiences of quota exchanges in other countries.

Following several consultations with the co-op Technical Committee and with the ICOS Dairy Committee, the Board of ICOS made its submission to the Minister. ICOS said that the objective of the system should be to deliver increased volumes of quota at prices that will underpin the incomes of active producers. It should also include price calming measures, operate at co-op level, make some provision for some special cases, and should be done in a way which does not add to the administrative costs among milk producers.

The Minister announced the New Milk Quota Trading System in September, and took many of the ICOS points on board. There have been two Exchanges, one closed in November and the second in March 2007. A review of the System will take place in mid 2007 to consider if changes need to be made for the future.

Future of Milk Quotas

ICOS staff provided briefings for co-ops and the Board of ICOS on the forthcoming EU Health check of the CAP, and on the future of milk quotas. Assessment of the possible



at the ICOS 2006 AGM from left to right: Con Hallahan, South Western Services, John Walsh, Dairygold Co-operative Society Ltd, Liam Foley, Dairygold & Vincent Buckley, Dairygold

transition options, or other amendments to the quota regime, need to be researched in more detail at EU and national level. Initial reactions would indicate some support for the examination of the effects of a reduction in the level of super levy and the feasibility of an EU wide balancing quota as transition measures.

During 2007, ICOS will develop a policy position, on behalf of co-ops, on the EU Health check and will pursue this policy to the Irish and EU authorities.

Dairy Markets

Since the Luxembourg Agreement came into effect in 2004, the Commission has been following a strategy of reducing export refunds to offset any increase in export market returns. Due to global demand supply patterns in 2006 EU management of export refunds and butter supports had less of an impact on market situation throughout 2006 than anticipated. Fortunately, due to the demand supply balance globally, butter and SMP prices have been strengthening and both are trading above intervention levels.

- We persistently made the case to the EU Commission and Department of Agriculture and Food for increases in export refunds and for better use of the market management tools by the Commission, during the first half of 2006, when markets were weak. The Commission responded by increasing refunds for butter by almost €100/tonne between January and September 2006.

Director General's Report 2006

- We arranged high-level briefings for co-op executives in Brussels with EU Commission, WTO and other officials.
- We worked closely with the processing sector to develop policies and position papers to reflect their views on the needs of the various dairy product sectors to the Department and the EU Commission.
- We arranged for a series of briefings for senior co-op management with Thorkild Rasmussen, Head of Dairy Sector in the EU Commission, during his visit to Ireland in April 2006.
- ICOS will continue to lobby the Commission for a well-funded butter private storage scheme to ensure that there is better use of the scheme than last year.

WTO Negotiations

The WTO discussions continued in the first half of the year, leading to a revised consultation paper. Efforts to achieve political progress in Ministerial meetings in June and July failed to make progress leading to the suspension of discussions for the rest of the year.

During the intensive negotiations, ICOS had regular contact with Minister Coughlan and her officials in meetings in Dublin and in Geneva at the time of the Ministerial discussions. The Irish Government's strong stance on these negotiations was sought and was given. ICOS emphasised its concerns that the EU Trade Commissioner was going beyond the EU negotiating mandate its offer of October, 2005, that the EU could move closer to the G20 average tariff reduction. ICOS claimed that the EU had made concessions in the negotiations which were not reciprocated.

Very little progress on non-agricultural market access or on services has been achieved due to the reluctance to engage by countries such as Brazil, India and others. In view of the lack of progress in these other areas and the lack of US willingness to make concessions on aspects of agriculture, no real progress was made in the negotiations in the second half of 2006.

Nitrates

In the first half of the year, ICOS was actively involved in representing the interests of its members on the Nitrates Statutory Instrument, which was published in December 2005. ICOS sought significant changes in the fertilizer limits, for nitrogen and phosphorous, and other requirements. These representations by ICOS and others were responsible for the publication of a revised Statutory Instrument. The revisions resolved some of the concerns put forward by ICOS and its members.

Energy Policy

ICOS made a detailed submission to Minister for Communications, Marine and Natural Resources, Noel Dempsey T.D. on energy issues for the Dairy Processing Sector. This set out why our energy costs are above that of our competitors, due to facilities, labour costs, Commission for Energy Regulation decisions, pricing structures, lack of competition in the energy supply chain and infrastructure costs. The submission highlighted how these factors impact on the international competitive position of our food sector. ICOS arranged a meeting with the Energy Regulator, which gave co-op processors the opportunity to discuss, in detail, the points made in the submission. Ongoing contacts with the Department and the Regulator will be maintained.



Pictured from left - right - John Tyrrell, Mary Coughlan, T.D and Pdraig Gibbons, ICOS President at National Conference 2006.

ICOS also made a submission to the Environment Protection Agency on the Draft National Allocation Plan 2008-2012. This is part of the plan to reduce carbon emissions under the Kyoto Protocol. We made the case for provision to transfer 100% of the allocations from installations which are being closed as a result of rationalisation of processing, and for tax or carbon credits for existing Combined Heat and Power users because they took early action and now have lower emission allocations.

Director General's Report 2006

Bio Energy Fact Finding Trip

The ICOS Rural Development Committee participated in a fact-finding trip to the North West. At a workshop in Monaghan, there were a number of informative presentations on renewable energy and alternative energy sources. The Committee was also given a guided tour and insight into the work of John Gilliland (Rural Generation Ltd) at his willow plantation in Derry. These visits and presentations enabled the ICOS Committee to gain an important insight into the renewable energy potential for the co-operative sector.

Marts

2006 was a positive year for co-op marts, overall, with cattle numbers up by 5%, and commission income buoyed by strong cattle prices. Sheep numbers, however, continued to decline, with many marts having to consider their futures in the sheep sales business.

During the year, ICOS worked on the development of a live CMMS system in marts. A number of technical difficulties have been addressed and it is hoped that the system can be piloted in early 2007. Subject to a successful piloting of the system, and agreement on grant aid levels for marts, the system should be ready to start, in time for the peak sales period in autumn 2007.

The successful implementation of live CMMS will facilitate an improvement in the speed and efficiency of card entry on sale days, and open up possibilities for further automation on mart processes, thus, reducing operating costs. The new system will allow marts to verify that animals have been T.B. tested to the export standard within the previous 30 days, and this data can be fed automatically to the electronic display. The data will also be available to the Department vet at the export lairage, eliminating the necessity to pay for paper export certificates. ICOS has worked closely with co-op marts and with the Department to achieve this outcome.

The ICOS National Co-op Marts Committee has continued to press the Department of Agriculture for an easing of the current restrictions on the movement of cattle, particularly the legislation governing the activity of farmers who trade in cattle, or that of agents.

The demands include, among other things, a significant reduction in the 45 day retention period for farmers who wish to sell on cattle and the introduction of a threshold for farmers who wish, or need to trade on cattle within the retention period, without having to register as dealers.

Department vets and officials have been considering these requests, and it is expected that changes, in line with ICOS proposals, will be announced in early 2007.

The ICOS National Co-op Marts Committee is affiliated to the European Association of Livestock Marts (EALM), and participate in Board Meetings and in the General Assembly. This forum offers the opportunity for the ICOS Marts Committee to keep in contact with developments elsewhere and to influence the policies of the EALM.

VAT Changes in Marts

In the December 2006 Budget, the Minister for Finance announced an increase in the flat rate addition payable to non VAT registered farmers who sell livestock or agricultural produce from 4.8% to 5.2%.

However, in this Budget, the Minister increased the flat rate addition, without increasing the effective VAT rate. This caused problems for the marts, which would now have to reflect two different VAT treatments of the same transaction. ICOS initiated negotiations with the Revenue, the IFA, and the mart software providers, and formulated a solution. This allows non registered farmers, who sell livestock in marts, to do so at a bid price which is inclusive of 4.8% VAT, but they are entitled to receive a flat rate addition of 5.2%, so the farmer receives, in addition to the bid price, a top up of 0.4% of the VAT exclusive bid price.

Director General's Report 2006

Veterinary Medicines

Discussions on the statutory requirements for the prescription and sale of veterinary medicines were held by ICOS with the Department of Agriculture and Food. Significant progress was made on the issue with the Department's confirmation that most products which were previously exempt from prescriptions would continue to be exempt under the exemption provisions agreed with the EU Commission. Discussions continued on the ICOS request that an alternative prescription provision should be provided to allow dairy co-operatives to be in a position to issue prescriptions if they wished, taking account of their significant staff inputs on milk quality and mastitis programmes. These discussions were ongoing at year-end and are continue into 2007.

Groceries Order

ICOS made the case to Government for the retention of the Groceries Order, however, the Order was formally abolished on the 20th March 2006. Early indications have not confirmed the claims by supporters of the abolition that consumers would benefit from the abolition of the Order.

Rural Development

The main areas the Rural Development Committee concentrated on included the following:

- Preparation and submission of ICOS Rural Development National Strategy Submission document and Summary of Recommendations. In this, ICOS sought to ensure that measures and programmes promoted by the EU and the Irish Government are co-op proofed. ICOS stressed that agriculture, forestry, fishing and the wider agri-food sector are the main drivers of rural development and economic growth. The submission supported measures that would assist farmers in adding value to their produce in addition to improving the productivity of capital and labour on Irish farms, and the role played by farmers as guardians of the environment. ICOS made the case for measures to support training, further education, early retirement, capital assistance to support the modernisation of farm holdings and measures to support and maintain high quality food and hygiene schemes which form a key part of Ireland's national strategy.
- Meeting with Renewable Energy Information Office of Sustainable Energy Ireland.
- Regular meetings with the Department of Agriculture and Food and the Department of Community, Rural and Gaeltacht Affairs.
- Meetings with Chairperson of Irish Food Market Traders Association (IFMTA) regarding Farmers Markets.
- Meeting with Irish Organisation of Market & Street Traders (IOMST) regarding Farmers Markets and Co-ops.
- ICOS Rural Development Committee meeting fact-finding mission trip to the North West.
- Meeting with Minister for Community, Rural & Gaeltacht Affairs, Éamon Ó Cuív T.D to discuss co-operative developments from a Rural Development perspective and closer collaboration with his Department.

ICOS National Conference



Pictured from left to right - Tom Moran, Secretary General, Department of Agriculture, Padraig Gibbons, ICOS President and Adrie Zwanenberg, Rabobank, (speakers at ICOS National Conference).

“Competitiveness in a Changing Environment” was the title of the 2006 National Conference. Speakers at the Conference included, Tom Moran, Secretary General, Department of Agriculture and Food, Adrie Zwanenberg, Rabobank, Eddie Hughes, Enterprise Ireland, Bernard Eivers, National Cattle Breeding Centre, and Jimmy Burke, Teagasc. The President and Director General also delivered papers. The Minister for Agriculture and Food, Mary Coughlan T.D. was guest of honour at the Conference Dinner.

Director General's Report 2006

In April, ICOS organised a Spring Dairy Conference, at which Mr. Thorkild Rasmussen, Head of Dairy Sector, EU Commission was a speaker. Other speakers were Jim Beecher (Department of Agriculture), Martin Tynan (Glanbia), Pat Dillon (Teagasc), Ken Macken (EPA) and Martin Varley.

Review of ICOS Rules

Following discussions at last years AGM the Board and Council undertook a preliminary review of the ICOS rules in 2006. A number of proposed changes are being brought to the 2007 AGM including a proposed modification in the 'waiver' rule being the most significant change being proposed.

ICOS Rules and Governance Service

ICOS provided comprehensive support to many co-ops in 2006, in the process of reviewing and updating their rules and governance structures. This involved the preparation and adoption of a number of complete rule amendments and other rule changes in many cases. ICOS also assisted co-ops in the registration of rule changes. This service was provided from both the Dublin and Cork offices.

Review of Registry of Friendly Societies

The Department of Enterprise Trade and Employment have formed an internal working group to review the organisation and operations of the Registry of Friendly Societies. This review will include an examination of the Industrial and Provident Societies Acts 1893 – 1978. ICOS has met with the Assistant Secretary in the Department charged with the review and will contribute to the review.

European Co-operative Statute

The Company Law Unit in the Department of Enterprise Trade and Employment worked on the transposition of the European Co-operative Society Regulation into Irish Law. ICOS met with the officials in this Unit on a number of occasions in 2006 and made submissions on those parts of the Regulation where Member States have discretion. By year-end, the Regulation had not been transposed into Irish law but its transposition is expected in the near future.

Forum for the Co-operative Movement in Ireland

The official launch of the Forum for the Co-operative Movement in Ireland was held in the Plunkett House in May with Minister Eamonn O'Cuiv T. D., Minister for Community Rural and Gaeltacht Affairs launching the Forum. The Forum brings together the three main co-operative organising bodies in the country, ICOS, the Irish League of Credit Unions and the National



Pictured at the launch of the Forum for the Co-operative Movement in Ireland. Left to Right; Padraig Gibbons, President ICOS, Liam O'Dwyer, Chief Executive, Irish League of Credit Unions, Anne O Byrne, President of the Irish League of Credit Unions, Seamus O'Donohoe, Chairman, Forum for the Co-operative Movement in Ireland, Declan Hudson, President National Association of Building Co-operatives and Bernard Thompson, General Secretary, National Association of Building Co-operatives.

Association of Building Co-operatives. In addition, other members, including the Society for Co-operative Studies, the Centre for Co-operative Studies in UCC, the Co-operative Development Society and representatives from the Department of Enterprise Trade and Employment, the Registry of Friendly Societies and co-operative bodies from Northern Ireland were in attendance. The aim of the Forum is to facilitate greater communication and co-operation between the co-operative sectors in Ireland. The Forum made a submission to the Task Force on Active Citizenship.

NESC

The beginning of the year saw the circulation of the final draft of the NESC study "Strategy 2006, People, Productivity and Purpose". The Council reviewed key economic, social and environmental developments in order to

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Pictured at the launch of the Forum for the Co-operative Movement in Ireland. Left to Right; Bernard Thompson, General Secretary, National Association of Building Co-operatives Liam O'Dwyer, Chief Executive, Irish League of Credit Unions, and Seamus O'Donohoe, Chairman, Forum for the Co-operative Movement in Ireland.

Diploma Programme In Corporate Direction

The fourth ICOS diploma programme in association with University College Cork and Enterprise Ireland concluded at the end of 2006. This programme was the final programme in receipt of direct EU funding under the auspices of the Department of Enterprise Trade and Employment. In all over sixty-five farmer directors and four executives have graduated from the Diploma Programme since it commenced in 2000. ICOS intends to continue with the Diploma Programme and is currently exploring financing options with a number of parties.

ACCEL

The training needs analysis programme, which commenced under the Accel programme in 2005, continued to expand and grow. In 2006, ACCEL grant aid funding for €325,000 was secured by ICOS for the provision of training throughout the co-op sector. This programme is on going and will be completed in March 2008. The programme is on target to meet the training requirement to which ICOS committed itself when it launched the programme.

Accel is an initiative of the Department of Enterprise, Trade and Employment, managed by Skillnets Services Ltd, and the European Social Fund and the National Training Fund fund the programme. Accel aims to improve and enhance the skills of co-operative employees at all levels and improve the competitiveness of co-operatives.

Leadership Training

Customised training programmes for the board, councils and regional committees of individual co-operatives were offered to co-ops in 2006. Dedicated training programmes were organised for a number of co-operatives in areas such as co-operative governance,

identify the major trends that would inform policy in the coming years. ICOS used its seat on the NESC Council to ensure that the report would reflect the needs of the agri-food sector in a difficult and rapidly changing competitive market sector.



Seamus O'Donohoe, Secretary, ICOS makes a presentation to Professor Bob Cropp, Professor Emeritus, Centre for Co-operative Studies, University of Wisconsin at the conclusion of the Diploma in Corporate Direction module in International Marketing in October 2006.



Noelle O'Connell – ICOS Accel Project Manager, Shane Dolan – ICOS Financial Controller, Minister Michael Martin T.D. – Minister for Enterprise, Trade and Employment, Sean McAuliffe – Chief Executive of North Cork Co-Operative and Chairman of the ICOS Accel Project, Dan Joe O'Donovan – ICOS Board Member and Diane Dignam – Accel Programme Manager at the launch of the ICOS Accel Project at Rochestown Park Hotel, Cork on 12th June 2006.

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Director Development Training Programme, Kilkenny Module: Front row: left to right: Michael Parsons, Fergus McDonald, Strategic Relationship Director, Corporate Banking Division, Bank of Ireland, John Tyrrell, ICOS Director General, in no particular order: Danny Collins, Paul Howlin, Vincent White, Ben Cottrell, Peter Kelly, Seamus O'Mahony, Roger Robbins, Denis Carroll, Michael Brennan, Michael Burke, Eithne Niland.

period of exceptional expansion and success for the Society. He also became Chairman of South Eastern Cattle Breeding Society, Dovea. Recognised nationally for his involvement in the promotion co-operative initiatives, Dick Tobin remained throughout his long and distinguished career a committed believer in the values and ethos of the co-operative principle.

IPS Act

In September of 2006 the Registrar, on the advise of his legal office, decided to suspend the registration of amalgamations and to consult with the office of the Attorney General in regard to the interpretation of sub-section 53(1) of the Industrial and Provident Societies Acts 1893 – 1978. Queries had been raised in the Registry about the proper interpretation of the sub-section. ICOS gave its own views the interpretation of the particular sub-section, and finally, the office of the Attorney General issued an interpretation in early 2007. That interpretation is now the subject of revised guidelines on the wording and content of amalgamation resolutions from the office of the Registrar of Friendly Societies. This legal query delayed a number of amalgamations, all of which are currently been processed by the office of the Registrar.

Pension Administration

ICOS continues to administer the two industry wide pension schemes.

- Dairy Executives Pension Scheme.
- Irish Co-operatives Societies Pension Scheme.

Both Schemes are in a healthy position at present and meet the minimum funding standard requirements. Bank of Ireland Asset Management manages the assets of the two schemes.

ICOS Brussels Office

The Brussels office of ICOS acts as a link between the European Institutions and the Irish Co-operative Movement. Through Carol McGinley, the ICOS European Affairs Officer, the office provides information on all aspects of EU policy as well as details on likely future developments and facilitates co-operatives in meeting decision-makers in the European Commission and Parliament. The Brussels office maintains daily contact with the European institutions to ensure that all policy issues are actively monitored and to ensure that ICOS and member co-operatives have the most up to date information available.

Through the Brussels office, ICOS plays an important role in influencing the development of European agricultural policy through direct contact with key decision makers at European

finance and strategic planning involving both ICOS staff and outside expertise.

The Plunkett Award for Co-operative Endeavour

The 2006 Plunkett Award for Co-operative Endeavour was made to Mr. Dick Tobin. A native of Nenagh, Co. Tipperary, he was a strong advocate of the Co-operative movement. As Chairman of Arrabawn Co-operative (formerly Nenagh Co-operative Creamery), he oversaw a



2006 Plunkett Award presentation: from left to right Pat McLoughlin, Chairman, Arrabawn Co-operative Society; Mrs Bernie Tobin, Mr Dick Tobin, who received the Plunkett Award for Co-operative endeavour; Pdraig Gibbons, ICOS President; John Tyrrell, ICOS Director General.

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level. Through 2006, the dominant issues included tracking and involvement on dairy market management, future dairy policy, the WTO negotiations, Commission proposals on EU simplification and Commission proposals for Voluntary Modulation.

ICOS is a member of COGECA the umbrella body for co-operatives in the EU. COGECA provides ICOS with a forum to meet its counterparts from the other member states of the European Union, to develop common positions and to lobby collectively in Brussels for co-operatives in Europe. Representing over 30,000 co-operatives COGECA is an influential voice in Brussels. 2006 marked the first year of term for Donal Cashman, ICOS, as President of COGECA.

ICOS Cork Office

The ICOS Regional office in Cork, provided a range of support to co-ops on rules, governance, trading, and membership issues. Through Sean Myers, the Regional Officer, close contact is maintained with co-ops in the region.

Irish Foundation for Co-operative Development

Dairy and other co-operatives, and their farmer members in Ireland, fund the Irish Foundation for Co-operative Development. It is a development organisation that focuses on improving the livelihoods of the poor in Africa.

IFCD has set up organisations in Tanzania and Uganda to assist the development of farmer owned marketing groups and co-ops. These organisations also assist the development of women's and other income generating groups, savings and credit groups and HIV/AIDS affected groups.

In Uganda, the Community Enterprises Development Organisation (CEDO) is committed to increasing living standards in rural areas in the districts of Rakai, Masaka, Lyantonde and Sembabule. During 2006, CEDO assisted 381 groups, which is an increase on the 227 groups the previous year. CEDO's main objective is to increase agricultural production so as to improve the beneficiaries' food security and incomes through the sale of surplus produce.

CEDO also assists vulnerable households and people living with HIV/AIDS, including children acting as household heads where parents are dead. It trained 4,906 HIV/AIDS affected people, who were dependent on food parcels. They were trained how to grow their own food for self-sufficiency, and how to improve their basic nutrition to reduce infections and improve immunity. By the end of this joint ACIDI/VOCA project, farmers from 82 farmer groups were engaged in market oriented farming out of the 150 groups that had been established.

In Tanzania, the Community Grassroots Initiative Association (COAS) has continued to build on the success of its producer marketing groups in the Iringa and Mufindi districts. The total number of COAS assisted groups has increased from 67 to 74 in the past year including four new women and income generation groups and three new HIV/AIDS groups.

The services provided by COAS include farm and group advisory services, training courses and assistance in establishing and developing groups. Training and advice for groups and farmers benefited 556 directly and a total of 2,405 indirectly in households in 2006. The main products marketed by the producer marketing groups in Tanzania include tea, coffee, maize, sunflower, potatoes, paddy and bricks.

Statistical Analysis

ICOS undertakes the statistical analysis of the Dairy, Mart and other sectors. The analysis is included in this report. Throughout the year information is provided to Financial Controllers in co-ops on taxation, legislation, accounting standards, pensions and other relevant issues.

Other ICOS Services

During the year the ICOS Finance provided assistance to a number of co-ops and also assisted in the recruitment of key personnel in some of its member co-ops.

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ICOS Financial Position

The accounts for ICOS for 2006 show a surplus for the year of €808,985. The surplus is mainly due to the movement in the FRS 17 obligations. The reduction of pension benefits, which equated to a gain of €480,000, together with pension contributions of €90,000 for the current year, has to be recognised on the P&L a/c. The gains from the scheme, as well as positive market returns, impacted positively on the balance sheet.

In 2006 total income decreased from €1.99 million to €1.94 million representing a decrease of 2.6%. Affiliation fees were collected on a timely basis and revenue from other sources remained virtually the same as the previous year.

The overall expenditure for the year has decreased by 24.6%, which was mainly due to the FRS 17 gain as outlined above. Salary costs remained similar but there were once-off recharges in 2005, which were not repeated in 2006. There was little change in travel and services costs. Overheads increased by 24% and this was mainly due to recruitment of an external Industrial Relations consultant and legal costs incurred in amending the benefit structure of the Pension Scheme.

Co-operative Sector Activity

The summary table of the Irish Co-operative sector in 2005 shows a sectoral turnover of €11.4 billion. This compares with a turnover of €12.4 billion in 2004. Total sales for the Dairy sector have changed from €10.4 billion in 2004 to €10.7 billion in 2005. Mart turnover in the period under review went from a figure of €490 million in 2004 to a figure of €484 million in 2005.

ICOS Membership

The following societies were accepted into membership in 2006:

- Curraghmore Group Water Scheme Society Limited
- Rinn-Kileenan Group Water Scheme Co-operative Society Limited

In 2006, ICOS assisted in the registration of 26 new societies and in the partial amendment of the rules of 20 societies and the complete amendment of the Rules of 5 societies. During the year Dairygold co-operative effected a partial transfer of engagements. The incorporation of group water schemes was the most common category of society registered.

Board and Council Elections & Appointments to Committees

During 2006, the Council of ICOS met on five occasions and the Board met on eight occasions. As a result of elections held or direct appointments made, the following were appointed to the Council of ICOS:

Creameries South

Pat Mc Loughlin (Arrabawn)

Marts:

Tom Brooks (Clare Marts)

Con Hallahan (AI Societies)

Miscellaneous:

Jim Maguire NCFRS Ltd

Appointed Council Members

Mike Magan, Lakeland

James Brosnan, Kerry

John Walsh, Dairygold

Michael Walsh, Glanbia

Noel O'Sullivan, IAWS

Sean Sweeney, Connacht Gold

Patsy Kelleher, Dairygold

Tom Corcoran, Irish Dairy Board

Liam Herlihy, Glanbia

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Co-options

The following current Presidents in office were co-opted on to the Council;

IFA	Padraig Walshe
ICMSA	Jackie Cahill
Macra Na Feirme	Colm Markey
ICA	Carmel Dawson

The following Board elections were held;

Creameries South

Pat Mc Loughlin (Arrabawn)

Marts

Padraig Gibbons (Connacht Gold)

Vice -Presidential Elections

At its meeting in June, the Board elected Hugo Maguire as Northern Vice President for a two year term and Mr Patsy Kelleher filled the casual vacancy in the office of Southern Vice President created by the resignation of Mr Tom Corcoran.

Sub-Committees and Chairmen of Expert Committees

Expert Committees

The President and two Vice Presidents are ex-officio members of the Dairy, Marts and Rural Development Committees expert committees respectively.

Chairmen of Expert Committees

The chairmen appointed to each Expert Committee was as follows;

Dairy	Lexie Tinney
Marts	Tom Doyle
Rural Development	Dan Joe O'Donovan

Dairy Committee

M. Leenane, J. Duggan, H. Maguire, P. Kelleher, N. Coughlan, L. Tinney, J. Brosnan, E Farrelly, J. Martin, T. O'Brien, S. Murray, S. Sweeney, T. Corcoran, P. O'Brien, J. Cahill, T. Coakley, M. Hannon, D. O'Leary, P. Gibbons

Marts Committee

Mr. Raymond Dempsey, Mr. Michael Parsons, Mr. John O'Brien, Mr. Charlie Doherty, Mr. Tom Leahy, Mr. Michael O'Dwyer, Mr. Tom Doyle, Mr. Tom Brooks, Mr. Padraig Gibbons, Mr. Jimmy Roche, Mr. Michael Spellman, Mr. Frank Campbell, Mr. Dermot McCarthy, Mr. Sean Brannelly,

Rural Development Committee

Dan Joe O'Donovan, Michael O'Dwyer, James Brosnan, John Joe O'Brien, Donal Cashman, Paul Connolly, Noel O'Sullivan, Ray Gallagher, Lexie Tinney, Jim Russell, Allen McAdam

ICOS Services

P Gibbons, P Kelleher, H Maguire, S O'Donohoe and J Tyrrell were appointed to the Board of ICOS Services.

IFCD

Patsy Kelleher James Brosnan, Noel O'Sullivan, Michael O'Dwyer, John Tyrrell, Donal Cashman and Michael Walsh

IMQCS

Pat Mc Loughlin, A Brown and J McCutchen were appointed to the Board of IMQCS.

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Golden Jubilee Trust

Padraig Gibbons, Patsy Kelleher and Hugo Maguire, John Tyrrell and Seamus O'Donohoe were appointed to the Board of the Golden Jubilee Trust.

Irish Co-operative Societies Pension Scheme

Patsy Kelleher, Padraig Gibbons, John Tyrrell and Matt Quinlan were appointed to the Trustee Management Committee of the Irish Co-operative Societies Pension Scheme.

Representation of ICOS on Other Bodies

Irish Dairy Board	Tom Corcoran
Teagasc	Michael O'Dwyer
IFAC	Donie Cashman
NDC	Tom Corcoran
NESC	Seamus O'Donohoe
Milk Quota Appeals Tribunal	John Tyrrell
Milk Quota Review Group	George Kearns
AEMB	TJ Flanagan
WTO Consultation Committee	Martin Varley
Irish CODEX Advisory Committee	Martin Varley
COGECA Presidium	Padraig Gibbons/John Tyrrell

Structural Funding Monitoring Committee

CSF	John Tyrrell
Production Sector	Martin Varley
Food Monitoring Committee CSF	Martin Varley
CSO Agricultural Statistics	Seamus O'Donohoe

ICOS Representatives on Brussels Based Committees

Representation Topic	COGECA	EU Standing Committees
Cogeca Praesidium	Donal Cashman, Padraig Gibbons, John Tyrrell	
CAP	John Tyrrell	
Milk & Dairy Products	Martin Varley	Martin Varley
Beef TJ Flanagan	TJ Flanagan	
European Association of Livestock Marts	Tom Doyle / TJ Flanagan	
Bioenergies	Kieran Calnan (SWS)	Kieran Calnan
Seeds	Gerry Griffith (IAWS)	Gerry Griffith
Agricultural Structures & Rural Development	Noelle O'Connell	Noelle O'Connell
Environment	Carol McGinley	Carol McGinley
Oilseeds	John Rice (Glanbia)	John Rice
Veterinary Questions	TJ Flanagan	TJ Flanagan
Legal Questions	Seamus O'Donohoe	
Training	TJ Flanagan	
Fisheries		
Agricultural Tourism	Seamus O'Donohoe	
Quality & Health	George Kearns	
Promotion of Agricultural Products	George Kearns	George Kearns

Newly Registered Societies

Name of Society	County
The Heath Group Water Scheme Co-operative Society Ltd.	Laois
Glackbaun Group Water Scheme Co-operative Society Ltd.	Sligo
Group Up Artists' Collecteive Co-operative Society Ltd.	Clare
Edermin Group Water Scheme Co-operative Society Ltd.	Cavan
Eadestown Group Water Scheme Co-operative Society Ltd.	Kildare
Kilmead Group Water Scheme Co-operative Society Ltd.	Kildare
Clydesdale Horse Society of Ireland Ltd.	Kildare
Corohan Group Water Scheme Co-operative Society Ltd.	Galway
Townawilly Group Water Scheme Co-operative Society Ltd.	Donegal
Clonmore/Kilmore Group Water Scheme Ltd.	Longford
Sheepgrange Group Water Scheme Co-operative Society Ltd.	Louth
Ladychapel Group Water Scheme Co-operative Society Ltd.	Kildare
Norwegian Red Cattle Society of Ireland Ltd.	Cork
Lydacan Group Water Scheme Co-operative Society Ltd.	Galway
School Road/Black Road GWS Co-operative Society Ltd.	Leitrim
Poles Group Water Scheme Co-operative Society Ltd.	Cavan
Currinara Group Water Scheme Ltd.	Mayo
Rosmoney Water Reservoir Scheme Co-operative Society Ltd.	Mayo
Griston Group Water Scheme Co-operative Society Ltd.	Limerick
Ballinafagh Group Water Scheme Co-operative Society Ltd.	Kildare
Portruan Group Water Scheme Co-operative Society Ltd.	Cavan
Irish Elite Livestock Society Ltd.	Tipperary
Gemini Industrial and Provident Society Ltd.	Cork
Angel Industrial and Provident Society Ltd.	Cork
Alana Industrial and Provident Society Ltd.	Cork
Belmont Group Water Scheme Co-operative Society Ltd.	Mayo

Partial Transfer of Engagements

Name of Society	County
Dairygold Co-operative Society Ltd.	Cork

Partial Amendments

Name of Co-operative	County
Lee Strand Co-operative Creamery Ltd.	Kerry
Templecrone Co-operative Agricultural Society Ltd.	Donegal
Athenry Co-operative Livestock Mart Ltd.	Galway
Glanbia Co-operative Society Ltd.	Kilkenny
Dairygold Co-operative Society Ltd.	Cork
Dairygold Foods Co-operative society Ltd.	Cork
Comharchumann Forbartha Chorca Dhuibhne Teo	Kerry
Waterford Ross Co-operative Marts Ltd	Waterford
Templecrone Co-operative Agricultural Society Ltd	Donegal
Boherbue Co-operative Ltd.	Cork
Kerry Co-operative Creameries Ltd.	Kerry
O'Moore Co-operative Society Ltd.	Laois
Kilfenora Co-operative Livestock Mart Society Ltd.	Clare
Arrabawn Co-operative Society Ltd.	Tipperary
North Connaught Farm Relief Services Co-operative Society Ltd.	Roscommon
Mayo-Sligo Co-operative Livestock Mart Ltd.	Mayo

Complete Amendments

Name of Society	County
Templemore Co-operative Mart Ltd.	Offaly
Irish Limousine Cattle Society Ltd.	Cork
Doohamlet Group Water Supply Scheme Society Ltd.	Monaghan
Slieve Felim Voluntary Community Development Co-op Ltd.	Tipperary
Rinn/Killeeneen Group Water Scheme Co-operative	Galway

Dairy Co-operative Statistics

Dairy Co-operative Societies 2005						Balance sheet					
			Trading performance			Assets employed		Financed by			
Name of Co-op	Members	Employees	Turnover	Retained profit	Net profit % sales	Fixed assets	Total assets	Shareholders funds	Bank	Other	equity debt/
1 Arrabawn	8,979	201	€121,966.44	-€611.98	-0.50%	€21,358.28	€23,594.38	€23,594.38	€-	€-	0.00
2 Bandon	715	81	€41,782.80	€1,325.83	3.17%	€30,208.44	€38,013.89	€38,013.89	€-	€-	0.00
3 Barryroe	736	97	€60,313.14	€2,351.94	3.90%	€36,062.40	€46,730.59	€46,730.59	€-	€-	0.00
4 Boherbue	180	25	€12,963.83	€64.19	0.50%	€4,343.55	€7,228.44	€7,228.44	€-	€-	0.00
5 Callan	161	16	€8,952.79	€50.33	0.56%	€2,978.09	€4,514.75	€4,514.75	€-	€-	0.00
6 Centenary Thurles	1,260	128	€52,030.29	€404.24	0.78%	€19,657.28	€24,785.81	€24,785.81	€97.52	€-	0.00
7 Connacht Gold	13,800	584	€273,019.00	€3,229.00	1.18%	€49,733.00	€37,690.00	€32,881.00	€17,626.00	€4,809.00	0.54
8 Corcaghan#	288	4	€2,442.00	€55.00	2.25%	€769.00	€1,592.00	€1,592.00	€-	€-	0.00
9 Dairygold	10,916	1,991	€840,691.00	€3,150.00	0.37%	€250,485.00	€243,597.00	€243,597.00	€122,626.00	€-	0.50
10 Doapey#	100	3	€2,666.37	-€11.22	-0.42%	€308.65	€1,064.05	€1,064.05	€-	€-	0.00
11 Donegal	1,653	384	€111,677.00	€1,854.00	1.66%	€54,071.00	€54,425.00	€53,155.00	€14,846.00	€1,270.00	0.28
12 Drinagh	2,671	183	€70,528.00	€1,745.00	2.47%	€44,271.00	€50,393.00	€50,393.00	€-	€-	0.00
13 Drombane	195	8	€4,668.06	-€12.54	-0.27%	€150.26	€1,502.27	€1,502.27	€-	€-	0.00
14 Fealesbridge	399	8	€6,746.00	-€113.00	-1.68%	€278.00	€5,092.00	€5,092.00	€-	€-	0.00
15 Glanbia	18,663	3,831	€1,830,012.00	€61,644.00	3.37%	€564,967.00	€664,189.00	€437,116.00	€320,057.00	€227,073.00	0.73
16 Irish Dairy Board	70	3,600	€1,975,511.00	€36,755.00	1.86%	€147,123.00	€363,775.00	€363,385.00	€135,898.00	€390.00	0.37
17 Kerry Group	9,700	23,255	€4,429,777.00	€235,876.00	5.32%	€2,724,855.00	€1,177,684.00	€1,177,684.00	€1,275,358.00	€-	1.08
18 Kilsannett	281	16	€3,583.16	€56.18	1.57%	€967.72	€1,409.90	€1,409.90	€-	€-	0.00
19 Lakeland Dairies	4,675	675	€420,351.00	-€5,130.00	-1.22%	€87,311.00	€70,163.00	€70,163.00	€47,176.00	€-	0.67
20 Lee Strand	361	62	€22,512.63	€993.90	4.41%	€24,367.10	€13,900.69	€13,900.69	€6,004.47	€-	0.43
21 Lisavaird	1,150	73	€37,983.07	€2,924.91	7.70%	€35,562.56	€38,168.37	€38,168.37	€4,000.00	€-	0.10
22 Maudabawn	221	6	€4,795.60	€13.23	0.28%	€195.66	€1,133.89	€1,133.89	€-	€-	0.00
23 Mullinahone	82	82	€21,138.56	€390.82	1.85%	€3,748.59	€4,114.10	€4,114.10	€589.68	€-	0.14
24 Newmarket	720	58	€46,594.00	€682.00	1.46%	€6,732.00	€14,651.00	€14,651.00	€611.00	€-	0.04
25 Newtownsandes	261	11	€8,259.00	-€145.00	-1.76%	€162.00	€5,040.00	€5,040.00	€-	€-	0.00
26 North Cork	540	50	€19,002.00	€248.00	1.31%	€1,793.00	€8,826.00	€8,826.00	€-	€-	0.00
27 Oldcastle	-	-	€7,137.50	€164.25	2.30%	€1,518.52	€2,445.22	€2,445.22	€212.69	€-	0.09
28 Tipperary	1,866	137	€116,071.00	€425.00	0.37%	€13,484.00	€24,469.00	€23,416.00	€206.00	€1,053.00	0.01
29 Town of Monaghan	1,500	120	€168,500.00	-€1,232.00	-0.73%	€11,734.00	€33,467.00	€33,467.00	€4,250.00	€-	0.13
30 Wexford	681	2	€27,331.05	-€122.79	-0.45%	€1,430.91	€2,117.67	€2,117.67	€-	€-	0.00
Total	82,824	35,691	€10,749,005.28	€347,024.28	3.23%	€4,140,626.01	€2,965,777.00	€2,731,182.00	€1,949,558.35	€234,595.00	0.71

Mart Co-operative Statistics

Mart Co-operative Societies 2005								Balance sheet					
Society	Members	Employees (Incl. Part-time)	Trading performance				Net profits as a % of C&E Fees	Fixed assets	Assets Employed			Financed By	
			Livestock Sales	Commision and entry	Net Profits as % Sales	Commision and entry C&E Fees			Total assets	Members	Banks	Other	Debt/ Equity ratio
1 Athenry	1,100	23	€15,681.95	€474.65	-€132.98	3.0%	-28.0%	€5,291.77	€7,331.88	€7,060.04	€271.84	€-	0.04
2 Ballinasloe#	850	36	€19,258.87	€551.02	€134.15	2.9%	24.3%	€1,150.59	€1,503.49	€1,503.49	€121.39	€-	0.08
3 Ballyjamesduff	400	31	€14,434.07	€453.82	€102.28	3.1%	22.5%	€1,328.33	€2,756.19	€2,756.19		€-	0.00
4 Castleisland	313	23	€32,467.33	€967.04	€189.86	3.0%	19.6%	€1,079.43	€2,288.79	€2,288.79	€1,452.30	€-	0.63
5 Castlereagh	952	23	€19,584.20	€714.66	€140.96	3.6%	19.7%	€790.95	€1,077.54	€1,077.54	€60.68	€-	0.06
6 Central Auctions	1,100	31	€39,040.03	€1,147.51	€13.15	2.9%	1.1%	€2,934.47	€2,968.54	€2,968.54	€141.59	€-	0.05
7 Clare	2,615	41	€49,864.64	€1,627.91	€240.23	3.3%	14.8%	€6,011.69	€5,941.00	€5,941.00	€-	€-	0.00
8 Cork Marts	15,100	152	€76,335.00	€3,284.00	€3,127.00	4.3%	95.2%	€37,171.00	€27,343.00	€27,343.00	€7,067.00	€-	0.26
9 Dingle #	270	15	€6,969.53	€209.09	-€33.96	3.0%	-16.2%	€702.38	€52.21	€52.21	€1,420.60	€-	27.21
10 East Donegal	283	21	€15,254.23	€365.51	€114.49	2.4%	31.3%	€349.25	€889.40	€889.40	€603.12	€-	0.68
11 Gort	1,200	15	€9,890.08	€379.56	-€8.39	3.8%	-2.2%	€1,797.50	€546.89	€546.89	€652.61	€-	1.19
12 Iveragh**	450	6	€3,966.17	€118.99	€8.02	3.0%	6.7%	€227.15	€202.91	€202.91	€66.38	€-	0.33
13 Kanturk**	240	10	€14,939.17	€448.18	€218.08	3.0%	48.7%	€1,141.15	€1,414.98	€1,414.98	€186.00	€-	0.13
14 Kenmare#	600	13	€6,640.84	€166.02	€6.93	2.5%	4.2%	€452.52	€200.00	€200.00	€-	€-	0.00
15 Kilkenny	1,112	47	€29,485.66	€719.82	€3,234.37	2.4%	449.3%	€5,042.77	€15,197.13	€15,197.13	€-	€-	0.00
16 Kingdom	710	16	€3,346.56	€126.38	-€9.93	3.8%	-7.9%	€2,102.55	€1,992.47	€1,992.47	€1,262.18	€-	0.63
17 Leinster #	1,026	13	€14,117.56	€352.94	-€41.78	2.5%	-11.8%	€224.59	€2,056.87	€2,056.87	€-	€-	0.00
18 Mayo Sligo **	980	24	€21,467.73	€644.03	€160.81	3.0%	25.0%	€2,012.90	€3,451.50	€3,451.50	€-	€-	0.00
19 Mid-Kerry**	446	11	€7,976.93	€239.31	-€2.18	3.0%	-0.9%	€600.26	€843.80	€843.80	€-	€-	0.00
20 Mid-Tipperary	962	17	€23,536.07	€620.89	€106.64	2.6%	17.2%	€369.61	€1,404.28	€1,404.28	€-	€-	0.00
21 Milford #	434	25	€5,347.00	€146.00	€20.00	2.7%	13.7%	€166.00	€668.00	€668.00	€-	€-	0.00
22 Roscommon	487	37	€19,782.09	€580.94	€72.80	2.9%	12.5%	€378.09	€1,660.30	€1,660.30	€-	€-	0.00
23 Templemore	950	12	€5,213.41	€128.51	-€4.51	2.5%	-3.5%	€233.73	€409.78	€409.78	€-	€-	0.00
24 Tuam #	1,300	23	€12,563.44	€367.48	€4.60	2.9%	1.3%	€663.04	€219.57	€219.57	€139.93	€-	0.64
25 Waterford/ Ross **	1,164	9	€6,396.67	€191.90	€7.77	3.0%	4.0%	€713.70	€383.19	€383.19	€202.68	€-	0.53
26 Wexford Farmers	4,205	174	€26,041.00	€651.03	€3,205.00	2.5%	492.3%	€14,521.67	€15,434.50	€15,434.50	€664.67	€-	0.04
TOTAL	39,249	848	€483,918.27	€15,677.16	€10,873.40	3.2%	69.4%	€87,457.07	€98,238.20	€97,966.36	€14,312.97	€ -	0.15

Note 1: ** Assumed turnover using average C&E fees of 3%

Note 2: # Previous years results

Other Co-operative Statistics

Other Co-operative Societies 2005						Balance sheet					
Society	Members	Employees (Incl. Part-time)	Trading performance			Assets Employed			Financed By		
			Total Sales	Net Profit	Net profit as % Sales	Fixed assets	Total assets	Members	Banks	Other	Debt/ Equity
CATTLE BREEDING SOCIETIES											
1 SECBS	10	42	€2,809.30	€2.07	0.07%	€1,344.45	€2,425.27	€2,425.27	€618.55	€-	0.26
2 South Western Services	5	336	€28,378.04	€5,938.38	20.93%	€49,934.83	€25,076.58	€25,076.58	€37,832.61	€-	1.51
STORE SOCIETIES											
3 Clonleigh	650		€12,366.79	€140.19	1.13%	€1,337.71	€2,884.13	€2,884.13	€-	€-	0.00
4 Templecrone			€19,572.49	€3,822.90	19.53%	€2,851.57	€9,181.25	€9,181.25	€-	€-	0.00
5 Inishowen	1,900	66	€18,290.35	€546.07	2.99%	€2,640.77	€4,906.63	€4,906.63	€-	€-	0.00
PIG SOCIETIES											
6 Glen of Aherlow	173	18	€5,352.38	€610.56	11.41%	€3,096.89	€5,534.71	€5,534.71	€-	€-	0.00
7 Roughty Valley #	20	9	€1,393.00	-€90.00	-6.46%	€1,641.00	€1,997.00	€1,997.00	€396.00	€-	0.20
SPECIALIST BREEDING SOCIETIES											
8 Irish Angus Cattle			€230.88	€46.79	20.27%	€13.91	€377.45	€377.45	€-	€-	0.00
9 Irish Charolais Cattle	2,671	5	€786.26	€19.26	2.45%	€152.62	€1,445.70	€1,445.70	€-	€-	0.00
10 Irish Limousin	1,100	4	€570.52	€72.72	12.75%	€335.22	€625.41	€625.41	€-	€-	0.00
11 Irish Pedigree Pigs #	8	1	€9.00	€1.00	11.11%	€1.00	€13.00	€13.00	€-	€-	0.00
12 Irish Simmental	800	2	€234.54	€49.11	20.94%	€325.00	€219.18	€219.18	€-	€-	0.00
MISCELLANEOUS SOCIETIES											
13 Country Markets	13,331	2	€2,507.27	€39.58	1.58%	€17.52	€272.42	€272.42	€-	€-	0.00
14 IFAC #	14,434	110	€7,769.00	-€1.00	-0.01%	€1,673.00	€5,958.00	€5,958.00	€-	€-	0.00
15 Irish Horse Board	9,800	12	€2,488.05	-€79.08	-3.18%	€67.36	€604.82	€604.82	€-	€-	0.00
16 FDC			€265.49	€204.52	77.03%	€1,178.31	€1,739.85	€1,739.85	€-	€-	0.00
17 Nat Co-op Farm Relief	20,000	117	€494.92	€53.47	10.80%	€169.55	€783.38	€783.38	€-	€-	0.00
TOTAL	64,902	724	€103,518.27	€11,376.54	10.99%	€66,780.71	€64,044.77	€64,044.77	€38,847.16	-	0.61

Note 1: # Previous years results

Fishing Co-operative Statistics

Fishing Co-operative Societies 2005						Balance sheet					
Society	Members	Employees (Incl. Part-time)	Trading performance			Assets Employed			Financed By		
			Total Sales	Net Profit	Net profit as % Sales	Fixed assets	Total assets	Members	Banks	Other	Debt/ Equity
1 Burtonport #	352	114	€8,645.65	-€313.63	-3.6%	€2,285.53	€5,269.41	€5,269.41	€200.62	€-	0.04
2 Castletownbere	59	130	€28,810.15	€15.93	0.1%	€3,128.95	€4,256.04	€4,256.04	€2,613.58	€-	0.61
3 Donegal	82	10	€16,634.81	-€803.37	-4.8%	€526.65	€504.42	€504.42	€4,194.09	€-	8.31
4 Dunmore East	32	20	€3,652.93	-€19.48	-0.5%	€548.47	€353.50	€353.50	€393.20	€-	1.11
5 Foyle #	18	8	€788.51	€26.23	3.3%	€189.72	€595.91	€595.91	€16.64	€-	0.03
6 Galway & Aran #	61	26	€10,522.74	€6.83	0.1%	€955.19	€851.37	€851.37	€-	€-	0.00
7 South & East Coast	95	2	€1,350.14	-€47.74	-3.5%	€140.38	€262.61	€262.61	€-	€-	0.00
8 South Wexford Lobsters #	24	1	€100.31	€11.43	11.4%	€17.78	€45.71	€45.71	€7.00	€-	0.15
TOTAL	723	311	€70,505.24	-€1,123.80	-1.6%	€7,792.67	€12,138.97	€12,138.97	€7,425.13	€-	0.61

Note 1: # Previous years results

Wholesale Co-operative Statistics

Wholesale Co-operative Societies 2005						Balance sheet					
Society	Members	Employees (Incl. Part-time)	Trading performance			Fixed assets	Assets Employed		Banks	Financed By	
			Total Sales	Net Profit	Net profit as % Sales		Total assets	Members		Other	Debt/ Equity
1 Irish Co-op Society	29	120	€16,689.00	-€392.00	-2.3%	€9,433.00	€6,780.00	€6,780.00	€2,389.00	€-	0.35
2 IAWS			€65,739.00	€3,262.00	5%	€224,712.00	€176,456.00	€176,456.00	€35,771.00		
TOTAL	29	120	€82,428.00	-€2870.00	3.5%	€234,145.00	€183,236.00	€183,236.00	€38,160.00	€-	0.21

Summary of Co-operative Statistics

Summary of Statistics 2005						
	Total	Dairies	Marts	Wholesale	Fishing	Others
Number of Societies	83	30	26	2	8	17
Members	187,727	82,824	39,249	29	723	64,902
Employees	37,694	35,691	848	120	311	724
Trading Performance (€'000's)						
Total Sales	€11,489,375.06	€10,749,005.28	€483,918.27	€82,428.00	€70,505.24	€103,518.27
Net Income	€371,020.42	€347,024.28	€10,873.40	€2,780.00	-€1,123.80	€11,376.54
Net Income as % of Sales	3.23%	3.23%	2.25%	3.48%	-1.59%	10.99%
Balance Sheet (€'000's)						
Fixed Assets	€4,536,801.46	€4,140,626.01	€87,457.07	€234,145.00	€7,792.67	€66,780.71
Total Assets	€3,323,434.94	€2,965,777.00	€98,238.20	€183,236.00	€12,138.97	€64,044.77
Members Funds	€3,088,568.10	€2,731,182.00	€97,966.36	€183,236.00	€12,138.97	€64,044.77
Bank Borrowings	€2,048,303.60	€1,949,558.35	€14,312.97	€38,160.00	€7,425.13	€38,847.16
Other	€234,595.00	€234,595.00	€-	€-	€-	
% Debt/Equity	66.32%	71.38%	14.61%	20.83%	61.17%	60.66%



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