



TERRES  
DE SOURCES  
SCALE-UP  
WS7 TRAINING SESSION #2

21 November 2024

Avec le soutien financier de



## What is the Rennes basin water authority?

- 75 municipalities
- 540 000 inhabitants
- 25 million m<sup>3</sup> of drinking water distributed per year
- An annual budget of 30 million €

## Water at the heart of our project

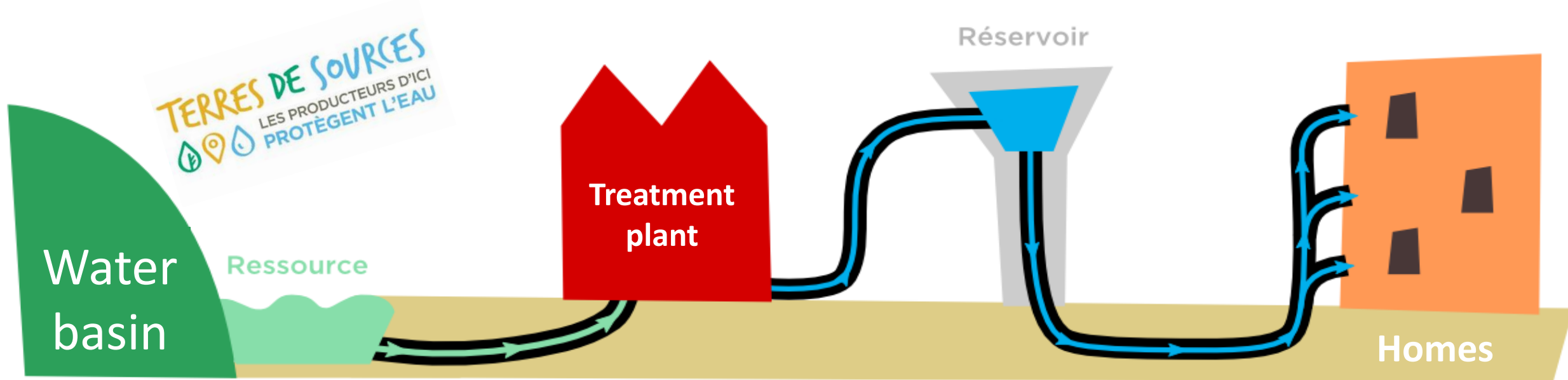
- 85% of our water resources come from outside the region
- the CEBR is a legitimate public player, positioned at the interface between farmers and consumers
- large agricultural catchment areas upstream of our water abstractions (120,000 ha and 2,000 farmers)
- an essentially surface water resource
- a need to improve the quality of the water abstracted

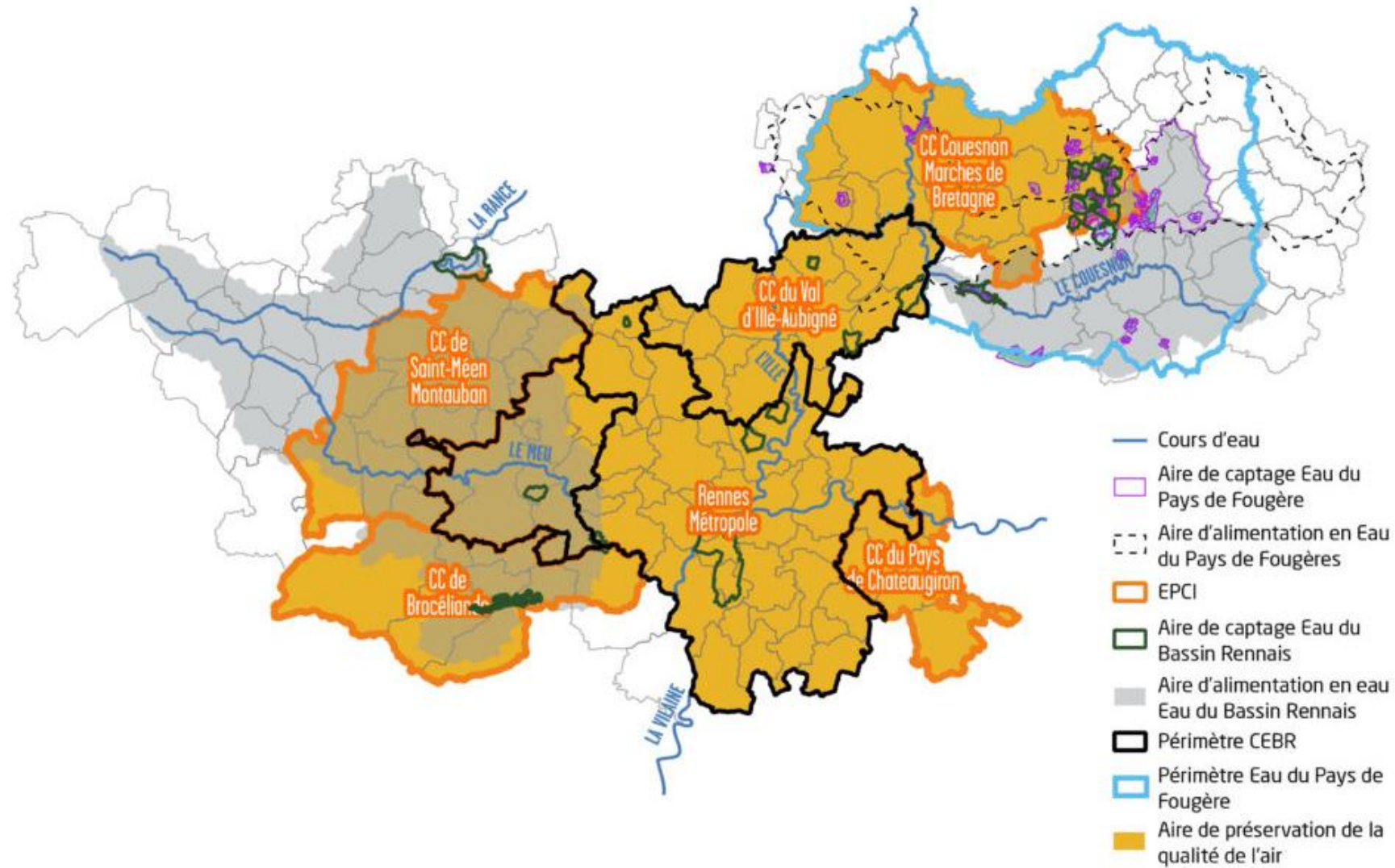
3 fields of intervention

Protection of water resource

Production of drinking water

Water supply







- 🌿 A **winning project in 2019 in the TIGA call for projects**, financed for 10 years by the Banque des Territoires, led by the **Collectivité des Eaux du Bassin Rennais (CEBR – Rennes basin water authority)**.
- 🌿 A **mission**: to bring together citizens and players in food production around a common objective of **preserving the environment, restoring water and air quality and supporting the transition of agricultural models**.
- 🌿 A **collective, collaborative approach**: led and supported by over **60 partners**, including many farming, institutional, economic, associative and citizen organisations.
- 🌿 **3 commitments**:
  1. **Support for producers to protect water**
  2. **Fair income for producers**
  3. **100% local products**



ENGAGEMENT N°1  
DES PRODUCTEURS  
ACCOMPAGNÉS  
POUR PROTÉGER L'EAU

Local men and women who are voluntarily committed to **protecting water resources** and air quality



- 1 RESPECT ET MAINTIEN DES CRITÈRES D'ENTRÉES
- 2 RÉALISATION D'UN DIAGNOSTIC IDEA
- 3 MISE EN ŒUVRE D'UNE DÉMARCHE DE PROGRÈS

# TERRES DE SOURCES

Partner local authorities

ENGAGEMENT N°3  
DES PRODUITS  
100%LOCAUX

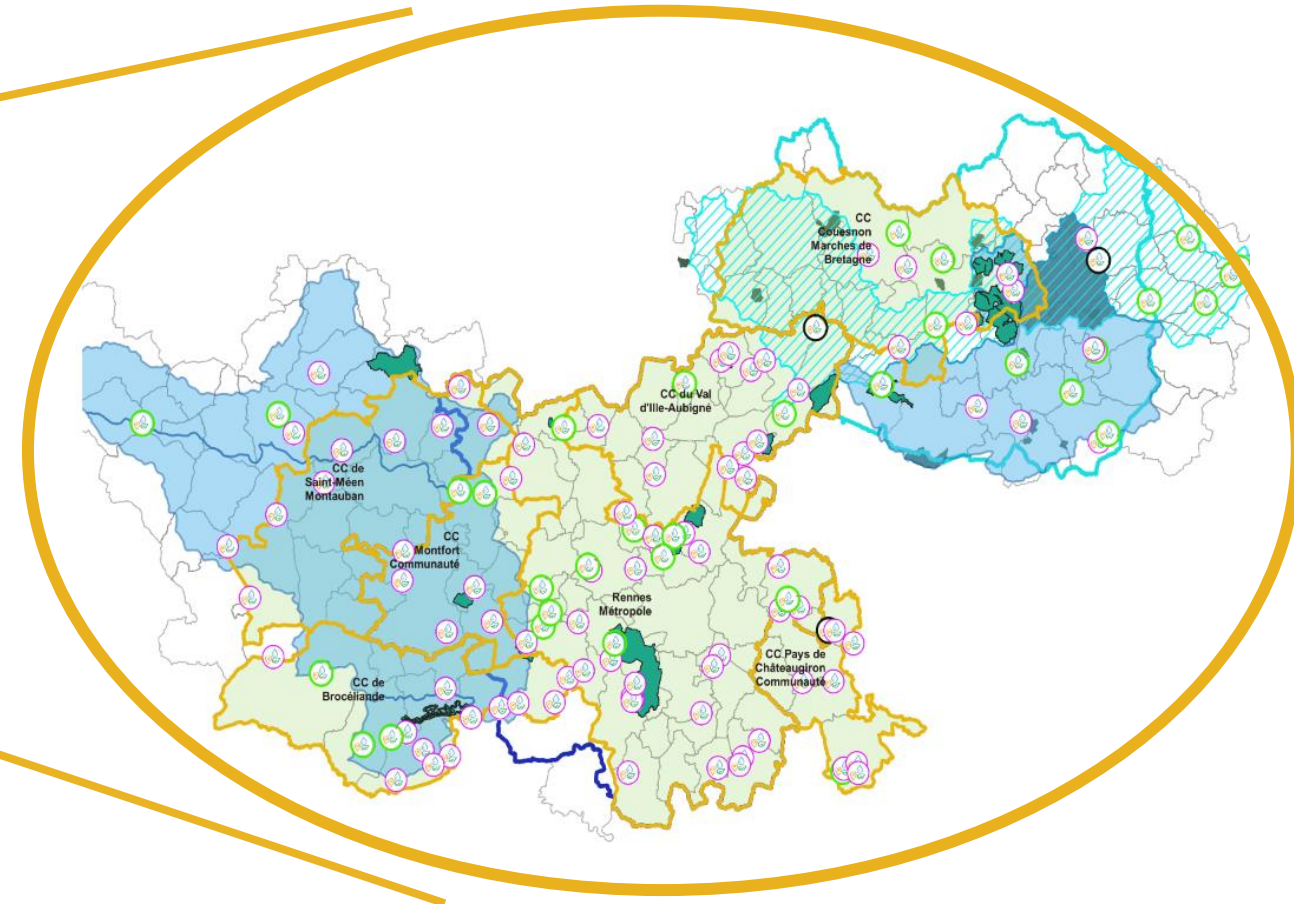
The LOCAL guarantee with a production area: 80 km around Rennes



ENGAGEMENT N°2  
UNE JUSTE  
RÉMUNÉRATION  
DES PRODUCTEURS

Building local supply chains  
An economic player: SCIC Terres de Sources  
Buyers committed to their purchases





Territoire Terres de Sources

Exploitation TDS (150 - 60% organic) - sept 2024

Syndicat du BV Couesnon

Exploitations 2024s de Sources adhérente au marché public [88]

Limite des Com'Com

Exploitations Terres de Sources [32]

Périmètre de captage d'eau

Bassin versant

## OBJECTIVE:

- 📍 **Set up a 20-hectare demonstration area to serve as a basis for the future development of the hemp industry**
  - 💧 Validate the seed supplier
  - 💧 Validate crop management
  - 💧 Validate ETAs (agricultural works company)
  - 💧 Find markets for the hemp
  - 💧 Validate the agronomic and economic interest of the crop
  - 💧 Drawing up joint specifications for the « Terres de Sources » label

## PERIMETER:

- 💧 4 Conventional farmers in the Haute Rance and Meu areas
- 💧 1 Organic farmer from the Drains du Cogles

## PROJECT COORDINATOR AND PARTNER:

- 💧 Collectivite Eau du Bassin Rennais, sponsor of the Terres de Sources project
- 💧 Chamber of Agriculture of Brittany





# Targeted markets for the hemp



HEMP SEED



HEMP STRAW



## The sector's actions :

- Monitoring cultivation and consolidating volumes
- Searching for suppliers and markets
- Sampling of plots
- Monitoring of hemp trailer receptions / decision-making (acceptance/refusal) / assistance to storage operators (health risks)

Planning &  
Production

- Compliance with the sector's specifications
- Stock quality monitoring
- Monitoring stock levels
- Monitoring of progress plans in accordance with Terres de Sources commitment

Quality  
control

- Transmission to producers of all data required for invoicing purposes
- France Agrimer declaration (collection and marketing of cereals)
- Assistance with insurance arrangements
- Negotiation by the SCIC with banking organisations for rapid payment to producers after the harvest

Administrative  
procedures and  
regulatory  
obligations

- 📍 4 conventional farms, 5 ha sown per farm :
  - 💧 1 farm at around 6T/ha → 32T
  - 💧 1 farm at around 5T/ha → 24 T
  - 💧 1 farm at around 3.8T/ha → 19 T
  - 💧 1 farm at around 3T/ha → 13.5T
- 📍 Average yield on the 3 farms was 88T → 4.5T/ha, in line with this year's average yield.

## **Explanatory factors:**

- 📍 Late sowing
- 📍 Little sunshine, the stem did not fill up
- 📍 Choice of a mixed seed variety: MONA 16

==> This first experiment enabled us to identify a number of levers for improving the next campaign, and our farmers are repeating the experiment.



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THANK YOU FOR YOUR ATTENTION!

