

WAYS TO CREATE ADDED VALUE IN GRAIN PRODUCING FARMS THROUGH COOPERATIVE RELATIONSHIPS

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ABSTRACT: In this article, the ways of making additional income by mixing the added value in grain-growing farms based on the development of cooperative relations and the experience of foreign countries are studied.

KEYWORDS: Added value, cooperative relations, cooperative, grain farms.

Grain production has historically been natural, and it was originally sold at prime prices. The grain was delivered to the processing plant as raw material. Now, value addition has several advantages over exporting products as raw materials. The added value, unlike the added value, is formed in the process of relations between the entities participating in the chain of delivery of agricultural products in the original (natural) state as consumer goods to consumer groups only at the next technological stages. In accordance with this process, the size and direction of activity of agricultural enterprises tend to change in accordance with market conditions and consumer demands. That is, in the conditions of the market economy, the production of goods that are vitally necessary for consumers (buyers) in terms of quantity and quality becomes the main goal of each participating entity of the value chain. For example: there are farms that convert all the raw materials grown in the republic into consumer goods, which do not meet the current demand. Since independence, our country, which has a great experience in growing grain, has a great economic power among the Central Asian countries, primarily due to the fact that grain independence was achieved. Looking back at history, we can see from table 1 below that there were no problems with bread and bakery products due to the fact that the growth rate of grain production increased by 5.9 times compared to the total number of heads.

In the table, when the indicators of the gross output obtained from the cultivation of grain in the wetlands of the republic's regions are evaluated economically, the amount of grain cultivation in the Jizzakh region increased by 163.9 percent in 2016-2021. But the cultivated area was reduced. Kashkadarya region of the republic fulfilled only 83.2 percent, Bukhara 85.5 percent, Navoi 85.6 percent.

Table 1

Analysis of indicators of gross production of grain in wetlands by regions of the republic

t/r	The name of the regions	2016	2017	2018	2019	2020	2021	in 2021 compared to 2016. %
1	Republic of Karakalpakstan	182295	193800	220067	254829	279840	212600	116.6
2	Andijan	540620	497650	529953	543090	517398	536260	99.2
3	Bukhara	406711	427400	415744	433051	350268	347892	85.5

4	Jizzakh	379065	542673	514003	670968	538132	621200	163.9
5	Kashkadarya	973960	1079852	707691	952741	737430	809997	83.2
6	Navoi	257107	226143	223985	254072	207313	220006	85.6
7	Namangan	364025	483088	450028	484901	411440	462912	127.2
8	Samarkand	669002	671304	534981	710275	630663	618214	92.4
9	Surkhandarya	503024	488542	482854	541662	496620	630590	125.4
10	Syr Darya	504891	506624	444253	500599	445400	522391	103.5
11	Tashkent	672115	536900	745082	813813	725625	740007	110.1
12	Ferghana	755483	761220	658101	764586	678186	744318	98.5
13	Khorezm	180723	169669	197259	203413	183264	190146	105.2
	Total for the Republic	6389020	6584865	6124000	7128000	6201579	6656532	104.2

In the conditions of the market economy and competition, the product (goods, service) in the chain of mutual relations in the production processes focuses primarily on organizing activities within its own interests. Currently, in almost all countries, mainly other household entities and various forms of cooperatives organized by them on a voluntary basis are operating.

The regulatory and legal documents adopted for the development of other financially weak farms in the Kojakent farm located in the Chinoz district of the Tashkent region created a foundation for them to operate freely and independently in the production and disposal of agricultural products. In particular, difficulties in the preparation, storage, processing and sale of agricultural products produced in them were eliminated. However, at the same time, the imperfection of economic relations and the lack of knowledge and skills of producers in the system of providing seeds, equipment, fertilizers and other resources in the production process caused some problems.

Kojakent farm is one of the most developed farms in the district, increasing productivity by creating additional value due to the processing of its products.

Along with the economic reforms carried out by the government, the most important thing is that the small producers, due to their personal initiative and rational approach, are paying special attention to the organization of cooperative activities based on the principle of discretion in order to improve their economic situation. For example, in the area of the village of Globino in the Poltava region of Ukraine, Christian farms located close to each other created opportunities to solve existing problems quickly and rationally by forming a cooperative. The Christian farms operating in this area are mainly specialized in grain production, and one of the main problems in this is to increase the added value by storing, processing and selling the grown crops at reasonable prices. Collective farms have their own warehouses, other infrastructure facilities, and contractually guaranteed, reliable, regular buyers to store their produce. However, due to the lack of such conditions in the Christian farms, if they used the warehouses of the collective farm, they had to store them in difficult conditions for themselves, hand them over to untrustworthy hands, or sell the products at unacceptable prices during the harvest period. Therefore, Christian farms belonging to the category

of small commodity producers began to solve these problems by establishing cooperatives .

In order to solve the problem of saving crops grown in Christian farms, these cooperatives rented a non-working fodder factory in the area and started cooperative work. The initial charter capital of the cooperative is membership fees at the organizational stage, that is, 1,000 hryvnias contributed by each founding member. was formed at the expense of a number of contributions, and specialists and workers were recruited based on the staff schedule to start the activity. It is worth noting that, for example, Christians who previously did not have the opportunity to store crops sold wheat for 260 hryvnias per ton during the harvest, but in the cooperative in the following years, on average, they bought a ton of wheat for 500 hryvnias in November, before the next production year, for example, in March. and they sold at higher prices than 900 hryvnias, that is, 240 hryvnias in November and 640 hryvnias in March compared to the prices before the cooperative. Therefore, the established cooperatives have an impact on price changes in local markets by carrying out the production, storage, transportation, sale, and even export of products in a complex manner and within the framework of an integrated technological system, and enable the members of the cooperative to earn a large income, therefore, to create added value . gave

In addition, without devoting space to an in-depth analysis, it is worth noting that this process and the cooperative movement are also directly related to the dairy industry in Lviv. Already, at the end of the 90s of the last century, more than 65 percent of milk was produced by Christian farms, and milk processing plants had the capacity to process only 10 percent of milk. Farms located far from the center have difficulties with milk storage and processing. Also, the lack of personnel in this region, their low qualifications, knowledge and skills, lack of deep understanding of the importance of cooperation, and its organizational problems have had a negative impact on the establishment of cooperatives.

Only as a result of propaganda and explanatory work carried out among the population on the development of the cooperative movement in the Lviv region with the help of the TESIS project of the European Union and other consulting centers, on July 7, 1999, on the initiative of representatives elected from the villagers of Blazhenskoe in the Gorodok district, a dairy cooperative was established in 88 Christian farms. was established, the number of member farms of this cooperative exceeded 150.

It is known that the reduction of current operating costs in the links of the chain, from the production of products to their delivery in the form of consumer goods to consumer buyers, plays an important role in increasing the added value. Already, for example, recognizing that farmers have the ability to reduce costs and reduce the cost of production by purchasing the necessary resources (seeds, seedlings, mineral fertilizers, fuel and lubricants, chemical preparations, etc.) directly from the manufacturer on the basis of mutual cooperation. must It is possible to save funds equal to 10-15% of the cost of goods by purchasing resources in large quantities (in large batches). Because when purchasing resources in large quantities, they are purchased directly from the manufacturer at wholesale prices (cheaper compared to retail prices in branches and stores). Therefore, this system has been widely and effectively implemented in a number of countries.

, has introduced a mechanism to supply required mineral fertilizers to its member farms (the average size of the land is 1.5-2 ha) directly from the factories that produce them at low prices.

The cooperative provides its member farms and households with quality seeds, mineral fertilizers, mini-techniques (hand-held milling machines, etc.), protection of plants from diseases and pests, treatment against weeds at 15-20 percent lower prices, and , therefore, it allows to increase the

additional income (added value) for the subjects of the added value chain, especially for the producers of agricultural products.

In short, the world experience has proven that in increasing the final income and added value, producers of certain types of products, with the help of cooperatives organized by themselves, can also achieve it by organizing the joint sale of goods in the same design packaging, taking into account the purchasing power of different groups of consumers, under the brand status, in an acceptable amount and weight. given An example of this is a specific group of Canadian vegetable and livestock farmers. The cooperatives established by them jointly organize the production of products and the delivery of raw and processed vegetables and meat products to the specialized consumer market through a single trade mark (brand) based on the characteristics and requirements of each season. The most important thing is that the final financial results of the cooperative in a specific production year, including the value distribution system, this mechanism will not only increase the annual income of the founding members, but also directly contribute to the development of their activities and the cooperative as a whole in accordance with the requirements of expanded reproduction. creates potential.

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