



PRACTICE ABSTRACT No 27

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**Intermediaries in Collective Contracts 1:
Key roles in contracting collective agreements**

Intermediaries act as links between others to try and enable an agreement. There are multiple intermediary roles in collective agri-environment contracts. Three important intermediary roles vital to the success of collective approaches are administrative, negotiatory and facilitatory functions.

Administrative roles focus on conducting the necessary organisational and paperwork for the farmers' collective agreement. For example, group secretaries or Land Agents might be employed as administrative intermediaries to create maps or develop the necessary paperwork for a collective agreement.

Intermediaries can have **negotiatory** roles, working to enable cooperation between the farmer group and government (or other paying organisations) to ensure an agreement is reached. For example, some organisations might work as advisors to help collectives to identify their environmental objectives and act as a go-between to reach a compromise agreement between farmers, representatives and the government.

Facilitatory roles are about enhancing the group's ability to work together. Facilitators can play a key connecting role in bringing a group of farmers together or aiding the social cohesion of an existing group, helping them build a stronger social relationship and to identify their main environmental goals in working together. Once a contract and a goal have been established, collective contracts need facilitators to maintain or improve communication between the group members and enhance farmers' understanding of each party's abilities, responsibilities and needs.

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