

5th General EIHA-Meeting

May, 26th 2009
Wesseling (Germany)

Michael Carus
Managing director



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Participants of the 5th General EIHA-Meeting

1. John Hobson - Hemcore Ltd (UK)
2. Joan Reverté (AGROFIBRE SAS, France)
3. Bernd Frank - Badische Naturfaseraufbereitung GmbH (BAFA, Germany)
4. Michael Carus (nova-Institut GmbH, Germany)
5. Francois Desanlis (France)
6. Mark Reinders (Hempflax, The Netherlands)
7. Steven Amelynck (Van Dommele Engineering, Belgium)
8. Daniel Kruse (Hempro Int. GmbH, Germany)
9. Albert Dun (Dun Agro, The Netherlands)
10. Helmut Koether (Van Dommele Engineering, Belgium)
11. Bodil E. Pallesen (Agrotech - Institute for Agro Technology and Food Innovation, Denmark)
12. Steve Logothetis (USA)
13. Robert Hertel (Hempage AG, Germany)
14. Tarmo Tael (Perfect Plant, Estonia)
15. Ago Siiner (Perfect Plant, Estonia)

Date: May, 22th 2009; final list at the meeting

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Seven Regular Members of EIHA in May 2009

1. AGROFIBRE SAS (France)
2. Badische Naturfaseraufbereitung GmbH (BAFA, Germany)
3. Dun Agro B.V. (The Netherlands)
4. HANNAH BIZ d.o.o (Slovenia)
5. Hemcore Ltd (UK)
6. HempFlax BV (The Netherlands)
7. Hempro International GmbH (Germany)
8. NAFGO GmbH (Germany) (insolvent)
9. YUNNAN INDUSTRIAL HEMP INC. (China) (no response)

CANABIA, a.s. (Czech Republic) (insolvent in 2008)

Decrease from 10 regular members in 2008 to 7 in 2009

Present hemp industry

Total Hemp cultivation area in the EU less than 15.000 ha in 2008

The European Industrial Hemp Association (EIHA) has 7 regular members (hemp processors) and 65 associate members from 23 countries (2009).

Hemp processors



EIHA members



Non-EIHA members



The Hemp Industry

- Production and processing**, hemp is grown on larger arable farms in the vicinity of a small number of major processing industries. In 2006, 86,685 tonnes of hemp straw was processed into an estimated 22,863 tonnes of hemp fibre.
- Use**: hemp fibres are mainly used in the special paper industry (75%), with additional outlets for composites materials and insulation materials ("novel" demand). By-products (shives mainly for the equestrian sector) provide additional income.

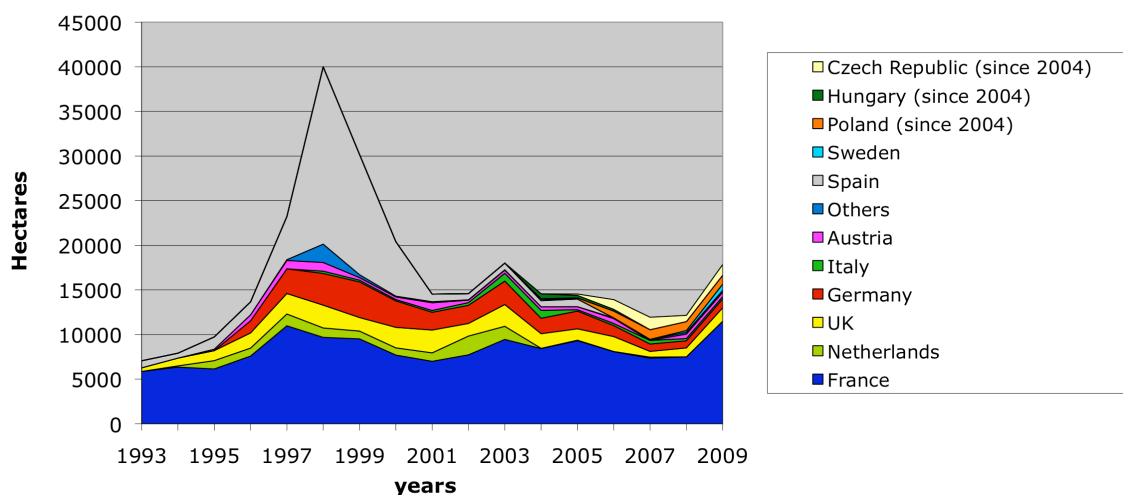
(ANDI 2007 / Council of the European Union 2008)



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Cultivation of Hemp in the EU

Hemp Cultivation Area in the EU (ha)



2008 & 2009: Estimations and preliminary data

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65 Associate Members of EIHA in May 2009 (57 Associate Members in November 2008)

- 51 members from 13 European Countries
- 14 members from other countries like Canada (3), Australia (2), Lebanon (2), China (1), Russia (1), South Africa (1), South Korea (1), Thailand (1), Uruguay (1), USA (1)
- Cooperation with
 - Hemp Industries Association (HIA), USA
 - Canadian Hemp Trade Alliance, Canada
- 10 new members since the last General Meeting in November 2008; two members left EIHA.

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Benefits for EIHA members?

- All questions about hemp business are transferred only to EIHA members
- Reduced fee for EIHA conference
- Free access to the huge EIHA database, more than 500 presentations, reports and documents
- Help the Hemp Industry to grow!
Help lobbying!
Don't let the policy forget Hemp!

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The European Industrial Hemp Association (EIHA) – Board of Directors, founded in 2005

John Hobson

President, Hemcore Ltd. (UK), since 2005



Bernd Frank

First Deputy Chair, BaFa GmbH (Germany), since 2005



Joan Reverté

Second Deputy Chair, AGROFIBRE SAS (France), since 2007



Executive committee & managing director, since 2005

Michael Carus

Managing director, nova-Institut GmbH (Germany), member of Steering Committee of the „International Year of Natural Fibers“ FAO, Member of Steering Committee „Natural fibre reinforced Polymers“ (AVK)



**** Next election November 2009 ****

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Looking back – report on EIHA actions in 2008/2009, part 1

EIHA lobbying

- Creating an EIHA/Hemp presentation for different departments in Brussels
- Statement of the European Industrial Hemp Association (EIHA) regarding the flax and hemp fibre processing aid scheme and the guidelines for rural development (modulation) of the EC
- Press release
- Several visits and lobbying in Brussels by John and Michael
- **Success and recent situation on processing aid:** John Hobson give an overview

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Looking back – report on EIHA actions in 2008/2009, part 2

- Optimizing the EIHA internet content management system, automatic invoice creating, sending and accounting
- Helping more than 50 companies asking via phone or email for information and contacts to the European hemp industry
- Organization of the Association, new office, new letter paper and new business cards
- Cooperation with UN/FAO – International Year of Natural Fibres 2009 (IYNF)
We succeeded to keep Hemp on the agenda of the most important natural fibres crops!

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Looking back – report on EIHA actions in 2008/2009, part 3

Creating four EIHA brochures

- **“Why Hemp should be a Crop of Future”**, based on the new EIHA presentation, financed 100% by EIHA, English – waiting (other activities seems to be more important)
- **“Hemp – the ideal Second Pillar Crop”** – a guide to get regional funding for Hemp due to Second Pillar/Modulation, financed 100% by EIHA, English, in progress (see presentation of Florian Gerlach)
- **“Hemp Seeds and Hemp Oil as Food”** - brochure (ca. 3.000 €, financed 33% by EIHA and 67% by EIHA members from the food branche / from the printed brochure EIHA gets 10% more than the production costs) – in progress (English, French, German ?)
- **“European Hemp Fibres for Diverse Biobased Products”** – to support conjoint Hemp Fibre marketing, financed 100% by EIHA, English; ready to print

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Looking forward – focus of EIHA actions in 2009/2010

- Organization of the Association, developing a structure for “national sections of EIHA”
- Optimizing and enlarging the EIHA internet content management system
- Helping more than 50 companies asking via phone or email for information and contacts to the European hemp industry
- Cooperation with UN/FAO – International Year of Natural Fibres 2009 (IYNF)
- Lobbying: More visits in Brussels to present our industry, proposal for the “End of Life Vehicle Directive”
- To complete the four brochures
- Starting conjoint marketing activities for European Hemp fibres

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Report on current financial situation

Current saldo (18.5.2009)		4,168.68 €
Outstanding debts:		
Membership fees not yet paid:	approx.	21,000.00 €
Expenditure / costs:		
Donation to the executive committee:		5,000.00 €
Travelling/Hotel Board of Director:	approx.	1,400.00 €
Banking fees	approx.	110.00 €
General Meeting EIHA 11/2008		324.00 €
Meeting Board of Director & Managing Director		440.00 €

Detailed information, please see the copy

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Financial in 2009

Expected budget:

- 7 regular members x 1,000 € (or more) = 7,000 €
- 65 associate members x 200 € (or more) = 13,000 €

Total: more than 20,000 €

Expected costs:

- Executive committee nova-Institut 12,000 €
(1,000 €/month)
Dominik Vogt (organisation), Stephan Piotrowski (natural fibres expert)
and Michael Carus (strategy, lobbying)
- Travelling & Hotel John and Michael: 2,000 €
- Layout and print of the four brochures: 5,000 €
- Support of the Hemp fibre marketing: 2,000 €
- Diverse costs: 1,000 €

Total: ca. 22,000 €

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Assessment of the votes

- **Regular**
10 votes plus 1 additional vote for every 1,000 ha of area under hemp cultivation contracted by it's processing plant(s) in the current year
- **Associate**
Each member has 1 vote
- Spreadsheet with votes for each member

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Voting: Who agrees on the financial plan and the activities for 2009?

- **Participants agreed: ? YES votes**
- **Participants did not agree: ? NO votes**
- **Abstention from voting: ?**

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Further Discussions

- Use carbon credits for hemp - use the best LCAs on hemp, done by ISO-standard, to support the message in Brussels.
Use carbon capture as an additional argument!
- Bioplastics are strong supported in many countries - integrate natural fibres materials in this trend – biomaterials – biobased materials (Brussels Lead Markets Initiative)!
- nova is working for the German Ministry of Agriculture on a big project how to support **Industrial Material Use – the final report will be finished in summer 2009**

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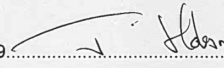
Training EIHA-database

- External area
- How to use the internal access?
- How to update company and country information?
- How to use the system for internal discussions?
- Please ask Dominik Vogt for help!

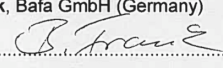
Signature on the minutes

Signature on the minutes

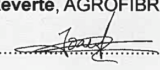
President & Chairperson of the meeting: **John Hobson**, Hemcore Ltd. (UK)

Wesseling, 26.05.2009.....

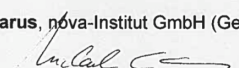
First Deputy Chair: **Bernd Frank**, Bafa GmbH (Germany)

Wesseling, 26.05.2009.....

Second Deputy Chair: **Joan Reverté**, AGROFIBRE SYS (FRANCE)

Wesseling, 26.05.2009.....

Managing director: **Michael Carus**, nova-Institut GmbH (Germany)

Wesseling, 26.05.2009.....

Keeper of the minutes: **Lena Scholz**, nova-Institut GmbH (Germany)

Wesseling, 26.05.2009.....