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## **PROSPECTS OF AGRICULTURAL DEVELOPMENT IN KEDA MUNICIPALITY ON THE BASE OF EXISTING COOPERATIVES**

An agricultural cooperative is an enterprise aimed at developing agricultural production and increasing the income of its members using the principles of democratic and social development. Therefore, the main purpose of establishing cooperatives is to promote the economic activities of its members, to improve living conditions and social status, to provide farmers with a voice to influence government policy. Thus, the care for the creation of agricultural cooperatives and the support of their development can be considered as a social project of modern agrarian economic policy of our country. Such a social project definitely needs support and sustainable development.

A survey was conducted by us in January 2020 to study the issue and draw appropriate conclusions. We interviewed the chairmen of the board of agricultural cooperatives and members of the cooperative. A questionnaire was prepared in advance for the survey, which includes the following main areas: ongoing challenges and support for the cooperative.

The study confirmed that the main motivation for the establishment of agricultural cooperatives in Keda Municipality was: decrease production costs, by working together increase in production, rationally use of human resources, joint use of production equipment, participate in training programs and share experiences between members of the cooperative.

International donor organizations, such as ENPARD AJARA, mainly provide financial assistance to agricultural cooperatives in the form of various grant projects.

**Financial management.** The profits of cooperatives are distributed among its members according to economic participation. Decisions in the cooperative are made at the general meeting on how to distribute the profit. At the general meeting, the chairman of the board informs the members about the annual profit of the cooperative and the plans for the next year. It should be noted that the cooperatives are supported by the Ministries of Agriculture of Georgia and Adjara and also international donor organizations through financial and technical resources. The cooperative from government received following help: to raise the qualification for the worker and to transfer / purchase the necessary equipment for production. The members of the cooperatives participated in various training programs related to the principles of the cooperative, financial analysis and management. The training programs are organized by the Agricultural Cooperatives Agency and various international donor organizations.

Conclusion and main challenges:

The study confirmed that members of the cooperative, as small farmers, had problems to use following help: a) Get grants or loans at a reasonable interest rate, b) Buy high quality seeds, c) Buy equipment and devices, d) Get information on modern advances in the agrarian field, e) Marketing their own products, because of this, the financial and social situation of their family members was low. After the merger into the Agricultural Cooperative, their interest in production increased, the area of activity expanded, and social conditions improved. The study showed that the creation of agricultural cooperatives and their support from the state is the right agrarian economic policy to improve the social situation of the rural population.

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## **КОРПОРАТИВНА КУЛЬТУРА СОЦІАЛЬНО-ЕТИЧНОГО МЕНЕДЖМЕНТУ, ЯК ФАКТОР ПІДВИЩЕННЯ КОНКУРЕНТОСПРОМОЖНОСТІ ПІДПРИЄМСТВА**

В умовах розвитку економіки та високого рівня конкуренції на ринку товарів та послуг, підприємства змушені постійно еволюціонувати й швидко реагувати на зміни, як внутрішнього так і зовнішнього характеру. Виникає потреба гармонізації відносин в середині підприємства, що покликана для зміцнення його фундаменту.