



• FNAB •



• BIO OCCITANIE •



• CIVAM Bio 09 •

French public food procurement

FNAB & Bio Occitanie/Civam Bio 09 | Magali Ruello & Julian Renard

With the support of:



MINISTÈRE
DE L'AGRICULTURE
ET DE
L'ALIMENTATION

Order of the presentation



- Who are we?
- French sustainable catering context / state of play
 - 3 good news
 - 3 challenges
- Our actions with local communities: support in the writing of public tenders for sustainable food
- Our actions with organic farmers : how to answer to public food procurements?

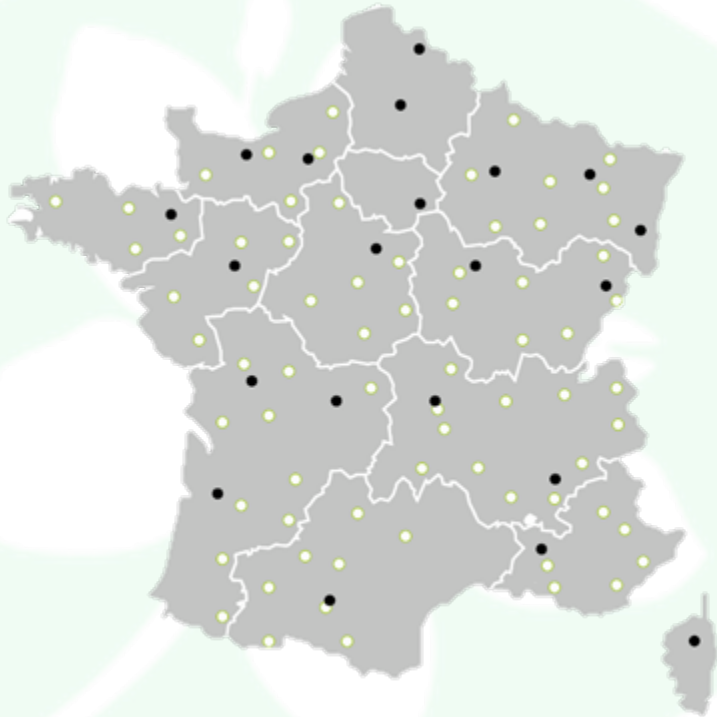
Who are we?



- FNAB = National organic production organization
10 000 producers, 400 employees
- Bio Occitanie / Civam Bio 09: a member of the FNAB network for the Occitanie region and Ariège (Pyrenees)

Our missions:

- Organic producers representation
- Advice and support for Organic Farmers : technical and market opportunities
- Advice and support for food territorial projects: in public/private catering, for quality food democracy...
- Raising public awareness about organic food and production



- Regional group
- Departemental group

French sustainable catering context



- 3 billion meals in 74 000 establishments:
 - 60% with public management
 - 20 billion euros revenues
- 3% of organic products in collective catering
¾ of the French population wants more organic food in collective catering.
- French Law « Egalim » adopted in 2018
- New local public food policies:
 - Occitanie's high schools = 20% of organic procurement and 40% of local products
 - Territorial Food Projects

French sustainable catering context



3 good news

#1 2019: For the first time in years, **the value of organic products in collective catering grows more than the global organic food market (+28% vs. +15%)**

French Law « Egalim » adopted in 2018

#2 In 2022, every public catering meal will contain :

- 20% of organic products
- 50% of origin and/or quality certified products

#3 01/01/2020: **Raise of the bottom threshold in public tenders:**
25 000€ → 40 000€

French sustainable catering context



• FNAB •

• BIO OCCITANIE •

• CIVAM Bio 09 •

3 challenges

#1 French Law « Egalim » : **what is a « healthy and sustainable » product?**

- How to measure food's environmental externality costs?
- Strong lobbying

#2 French Law « Egalim » = **new suppliers and new working methods**

- Local communities need support!
- How to turn collective catering into a profitable and structuring commercial outlet for organic producers?

#3 **Rise of local food public policies (Occitanie)**

- « Local » is often mistaken as a sign of quality. Local product ≠ local food chain.
- An alimentation based on local products drives a diverse (and more sustainable) agriculture.

Our action: Support in the writing of public tenders for sustainable food



We act with a **global approach**: with cooks, farmers, local politicians, managers, teachers, guests...

When supporting a local community in the writing of a public tender, we:

- Help local communities understand organic farming and production systems (PARCEL app)
- Link supply and demand (**sourcing**)
- Help choosing the **right technical specifications**

Our action: Helping farmers answer to public food procurements



• FNAB •

• BIO OCCITANIE •

• CIVAM Bio 09 •



Our goals:

- Structure and organise collective farmers' supply
- Help farmers understand the public procurement context, requirements and methodologies

Our actions:

- Courses for farmers (adapted supply, public procurement market characteristics, methods to answer public procurements...)
- Assistance to create commercial farmers' group



Thank you for your attention

Do you have any questions?

Magali Ruello: magali.ruello@bio-occitanie.org

Julian Renard: jrenard@fnab.org

-

www.repasbio.org