

INTEGRATING ORGANIC INTO PUBLIC PROCUREMENT CATERING

METHODOLOGY AND BEST PRACTICES



A COMMITTED APPROACH ... BEYOND THE REGULATIONS

A definition of the institution's purchasing policy :

- Prerequisites for its construction
- Definition of the main principles
- Reinforced regulatory, societal and political approach



PURCHASING POLICY – THE PREREQUISITES FOR ITS CONSTRUCTION

it must allow :

- To promote and develop short and local sectors from responsible production such as Organic Farming → **Reduced carbon footprint of meal production**
- A contractual commitments with producers to ensure sustainability of the sectors → **Partnership**
- A more virtuous packaging management → **less packaging, less plastic, ...**
- A reduction or even the elimination of non-essential additives → **greater naturalness and less processed foods**



With the aim of ensuring healthy, secure, responsible and sustainable food

PURCHASING POLICY – BASED ON 4 MAIN PRINCIPLES

- **Respect for seasonality**
 - ▶ Following the seasons when creating meals
- **Preservation of natural resources**
 - ▶ Making the choice to start with productions labeled Organic Agriculture
- **Respect for the material balance and the appropriate portion**
 - ▶ Commitments to producers to take the entire production = Concepts of carcass balance, of appropriate fruit caliber ...
- **Principle of shorts circuits and proximity**
 - ▶ Shorts circuits = minimum of intermediaries between the producer(s) (notion of the public procurement code) = fair remuneration of the producer(s)
 - ▶ Proximity circuit = guarantee more freshness and a relocation of supplies



PURCHASING POLICY – A REINFORCED APPROACH

- **Thanks to regulations (EgAlim Law)**

- ▶ As of January 1, 2022 → 50% quality and durable products (20% organic products).

- **Thanks to a strong demand linked to a societal evolution**

- ▶ To the major concern, which is to "eat healthy", is added that of "consuming differently" → New modes of consumption that are more respectful of the environment and the health of consumers.

- **Thanks to political objectives**

- ▶ Accentuation of the loco-regionalization of supplies in order to reduce the carbon footprint of operations.

- ▶ Developing and structuring of organic farming sectors.

- ▶ More cooked recipes/ More naturalness in recipes



A COMMITTED APPROACH, NOT ONLY THEORETICAL

① Prospecting

- ➔ **Definition** of orientations and internal needs
- ➔ **Prospecting** in the agricultural production and processing sectors
- ➔ **Exchanges** with actors in the sectors and interprofessional organizations
- ➔ **Meeting** between the professionals of the SIVU and the actors of the sectors
- ➔ **Visits** to farms or processors / Visit to the SIVU

② Tests

- ➔ **Recipe tests** for organoleptic, sanitary and cost price validations
- ➔ **Recipe acceptance tests** in satellite restaurants

③ Purchases

- ➔ **Writing of spécifications**
- ➔ **Evaluation of technical and financial offers** ➔ 70% technical value of the offer / 30% Price
- ➔ **Contract signed** for 4 years
- ➔ **Supplies**

Prospecting

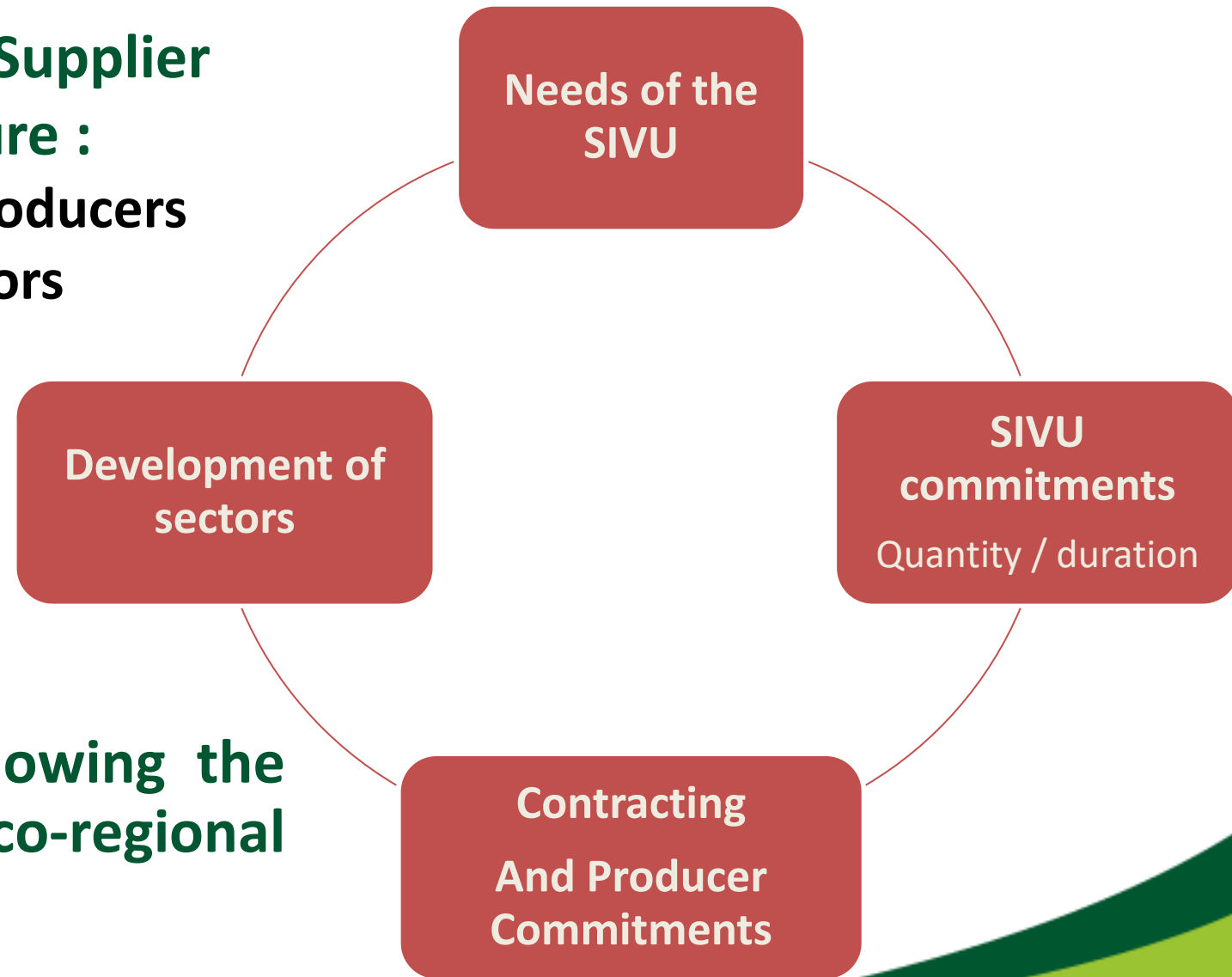
6 to 18 months

Supplies

PUBLIC PROCUREMENT- A PARTNERSHIP APPROACH

They define a SIVU-Supplier partnership and must ensure :

- ▶ Fair compensation for producers
- ▶ A structuring of the sectors



It is a virtuous circle allowing the sustainability of loco-regional sectors..



GROWING REGIONALIZATION OF SUPPLIES

■ Gironde

Organic Delicatessen
Organic fruits and vegetables

■ Landes

Organic fruits and vegetables
Organic rapeseed and sunflower oils

■ Lot et Garonne

Organic fruits and vegetables
Organic Léguminous



■ Haute Vienne

Organic Milk

■ Corrèze

Organic meat,

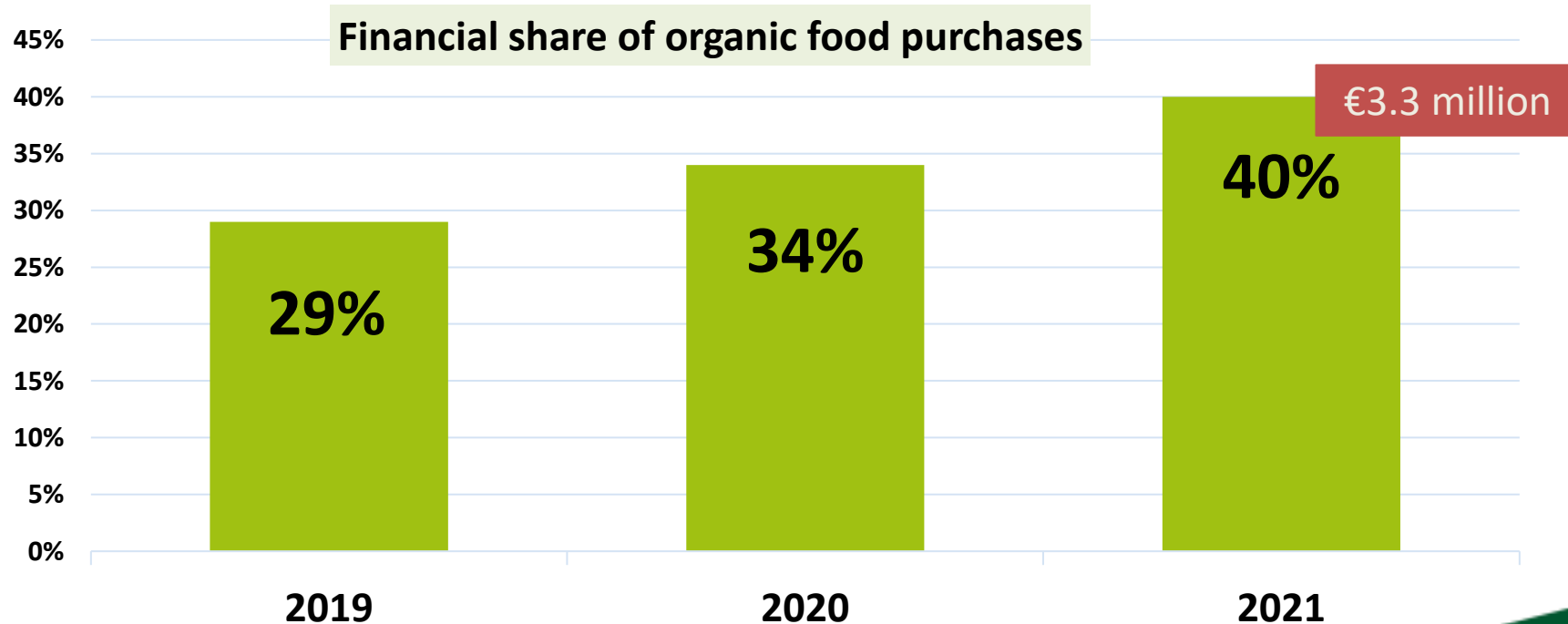
■ Dordogne

Organic meat,
Organic dairy products
Organic fruits and vegetables

SOME RESULTS

In concrete terms, these are substantial annual quantities for the organic sectors in 2021

- ▶ **Budget** : €3.3 million (40%)
- ▶ **Quantities** : 800 tons, 75% of which come from the region N^{lle} Aquitaine (494 tons)



PUBLIC PROCUREMENT- WHAT POSSIBLE PROSPECTS?

In the short term: Aim to more than 40% organic products by 2022

In the medium term: Aim to reach or even exceed 60% organic products by 2025 if and only if supply follows

For that :

- **Amplification of the conversion of arable agricultural land into organic agriculture even if the New Aquitaine Region is already dynamic in that respect**
- **Developement of transformation tools**
 - ▶ **Vegetable processing unit**
 - ▶ **Canning factory**
 - ▶ **Deep-freeze unit**



Thank you for your attention



20 EUROPEAN
22 ORGANIC
CONGRESS

IFOAM
ORGANICS EUROPE

INTERBIO
Nouvelle-Aquitaine
Association interprofessionnelle BIO régionale