



Local Ingredients, Global Impact: The Future of School Meals through Local and Regional Procurement



Presenters & Discussants



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What is Local and Regional Procurement (LRP)?

- **Local and Regional Procurement (LRP)** is the strategic procurement of food commodities for school feeding programming
- **Local** is sourced from within the nation
- **Regional** is sourced from neighboring countries
- Mechanism to achieve an overarching school feeding strategy



Positive Outcomes of LRP

- Builds capacity of governments, farmers, schools, and communities for food procurement
- Strengthens farmers, cooperatives, processors, and agribusinesses' abilities to provide high-quality commodities in the local economy
- Addresses nutritional gaps of school-age children
- Creates market linkages for smallholder farmers and communities to support schools

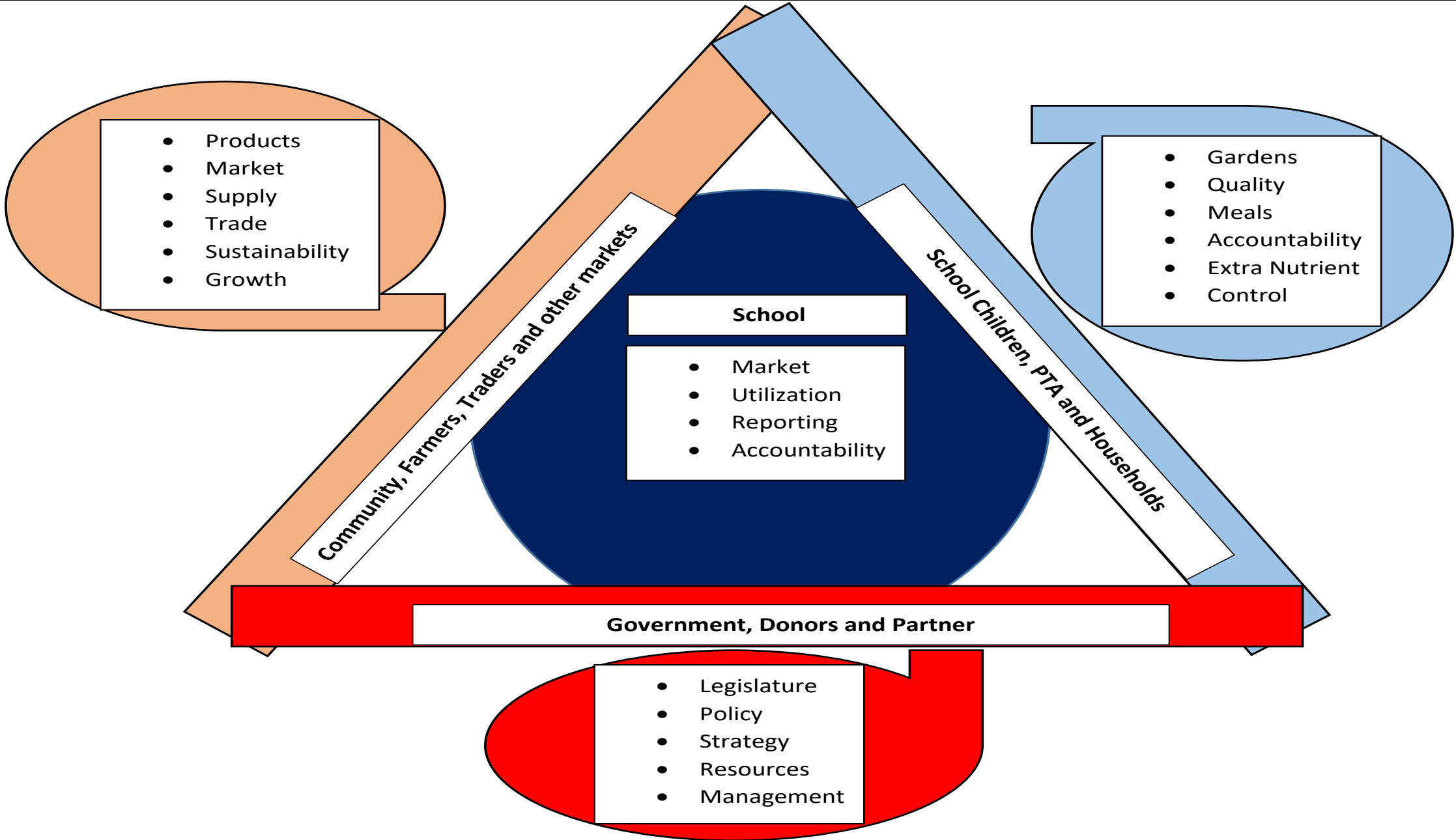




Positive Outcomes of LRP

- Usually cheaper (less transportation, warehousing, and handling costs)
- Sustainability and reduced carbon footprint
- Cultural relevance and diversity
- Respects local genetically modified organisms (GMO) policies (i.e., GMO bans on imported commodities)



Key Stakeholders



 Strategy	 Commodities	 Suppliers	 Food safety	 Logistics	 Sustainability
<p>Improve dietary diversity</p> <p>Align with government school feeding (SF) strategies</p> <p>Strengthen local and regional food market systems</p> <p>Cost-effectiveness/increased coverage</p> <p>Sustainability</p>	<p>Fresh produce</p> <p>Animal proteins</p> <p>Fortified foods</p> <p>Local staple commodities</p>	<p>Producer groups</p> <p>Transformation groups</p> <p>Commodity unions</p> <p>Small traders/aggregators</p> <p>Processors</p>	<p>Government policies, Codex guidance</p> <p>Lab testing capabilities</p> <p>Fresh food inspections</p>	<p>Delivery to warehouses</p> <p>Delivery to schools</p>	<p>Government SF policies and experience</p> <p>Capacity building on procurement mechanisms and on food safety and quality</p> <p>Supplier support <i>production, business, financial services</i></p> <p>Community input</p>

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Design Your Own Local Procurement Strategy (45 minutes)

- Your team is part of the Ministry of Education, in the department responsible for running the national school feeding program. The Minister of Education tasked you and your team (at your table) with developing a new local and regional procurement strategy. The strategy must show the government that local procurement for school feeding is both cost effective and beneficial for stakeholders in your communities.
- Using the workshop activity packet provided to you, move through each step of the strategy design process completing the worksheets. When done (in 45 minutes), two teams will have the opportunity to present their strategies.
- After presentations, we will pose discussion questions for you to consider with your group.



Discussion Questions

- What recommendations would you make to governments that want to prioritize local procurements?
- How would you adapt your strategy if the Ministry of Agriculture announced investments into women's agricultural cooperatives and land access?
- Imagine you were asked to duplicate your local procurement strategy in a country facing increasingly devastating droughts. How would you change your strategy?



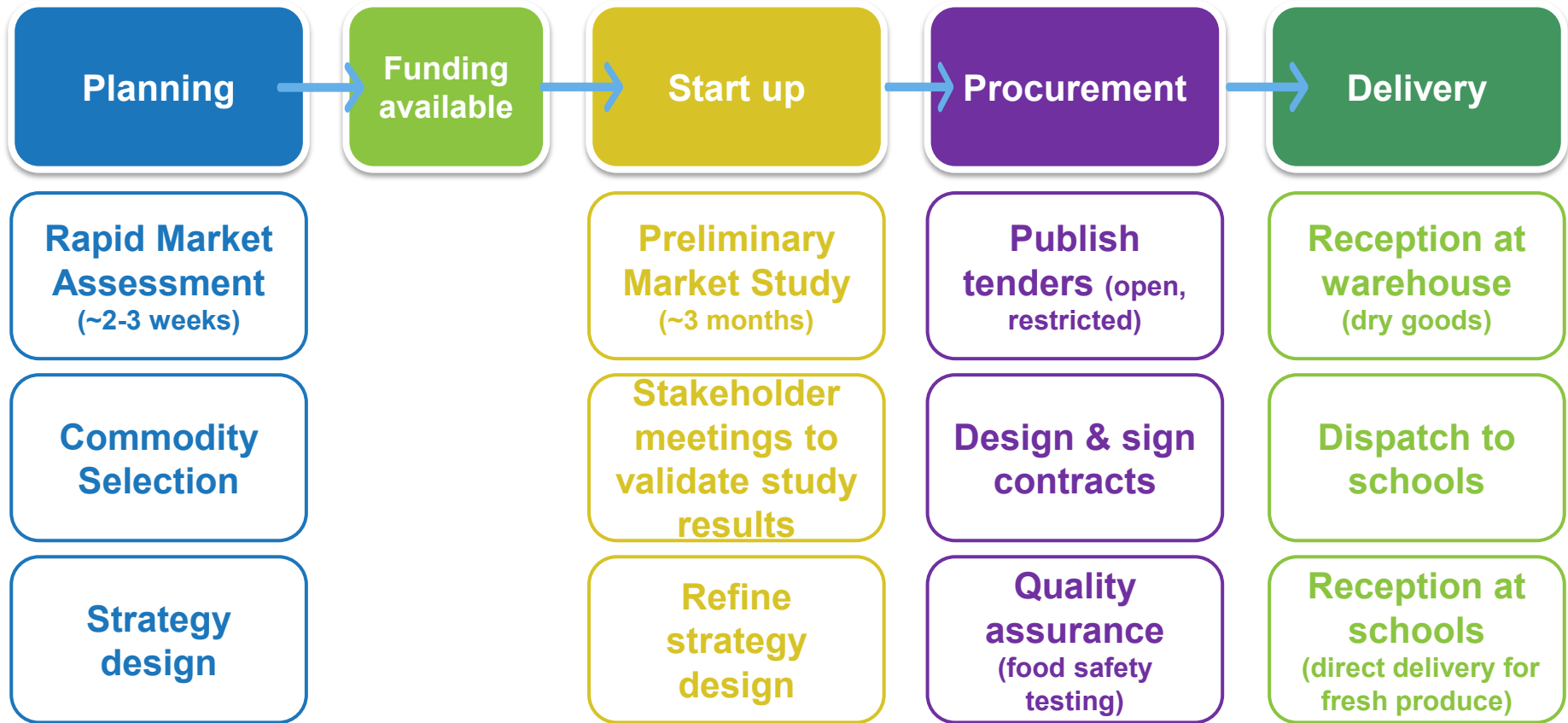


Local and Regional Procurement in Practice

Key Takeaways from Implementers



Realistic LRP Strategy
Development & Implementation



Accompanying Activities

- Support to producer groups (registration, tendering, bookkeeping, and storage)
- Capacity building on procurement process, food safety testing protocols, etc.
- Regular market monitoring and analysis for adaptive program management
- Facilitating market linkages between producers and other buyers
- Regenerative agriculture trainings and support for producers
- Imbedded local procurement staff in ministries
- After action reviews with communities and suppliers



Key Factors to Success with LRP

- Keep the **context** in mind as what works in one place may not work in another
- In-depth market study and market system mapping
- Interview suppliers/food safety labs/transporters to ground your strategy
- Market monitoring system and regular analysis for adaptive management
- Be inclusive in partnerships and stakeholder integration to better fill in gaps
- Plan every detail and prepare for disruptions



Case Study 1 – Partnering for Sustainable Education Outcomes (PARES) Project (*World Vision + Catholic Relief Services*)

- To procure fresh vegetables for rural schools in Mozambique
- LRP budget: \$2M
- Strategy:
 - Work with local suppliers who have the capacity to meet project needs and have good pricing
 - Suppliers will deliver to a geographic cluster of schools for efficiency
- Joint Procurement Committees (JPC) with project staff, communities, producer organizations, and Government of Mozambique
- Trainings on quality control through JPC
- Main challenges:
 - Transport
 - Losses from cyclones, etc.
 - Delayed procurements and payments



Case Study 2 – Sierra Leone (CRS)

- Local commodities: local rice, pigeon peas, red palm oil, orange fleshed sweet potato (OFSP)
- LRP budget: \$2M
- Strategy: Encourage community groups and local farmers to produce OFSP, connection with SMCs
- Challenges: Currency depreciation and price inflation create price fluctuations



Case Study 3 – Local and Regional Procurement School Feeding Program in Mozambique (*World Vision*)

- To procure orange fresh sweet potatoes, beans, and salt
- LRP budget: \$2M
- Strategy: Support farmer groups with training and inputs to produce Orange Flesh Sweet Potatoes and supply them to specific target schools
- Challenges: Informal farmer groups without registration, formal land title, and bank accounts.



Case Study 4 – Honduras (CRS)

- Commodities: Fresh vegetables, eggs
- LRP budget: \$2M
- Strategy: Capacity building to local and national level actors to manage fresh rations in school meals
- Challenges: Maintaining a continuous and stable production of vegetables to meet school needs



Case Study 5 – Angola Nutrition for Growth, Education, and Learning (ANGEL) Project (*World Vision*)

- To procure bananas, carrots, and cabbage
- LRP budget: \$2.2M
- Strategy: Partner with agricultural projects such as the Market Oriented Smallholder Agriculture Project (MOSAP), a World Bank and IFAD-funded project; and USAID-funded *Apoio a Mulher Agricultora Angolana* (Support for Angolan Women Farmers AMAR+) to locally supply vegetables to supplement school meals in Years 1-5 through local procurement
- Challenges: Seasonality of production, limited capacity of farmers, use of middlemen that will increase cost



Thank You!



Access Presentation and other Resources

