Lessons learnt from the Brazilian and P4P’s experiences

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Institutional procurement of food from smallholder farmers: the analysis of the Brazilian and P4P experiences through case studies
Legal enabling environment

1. The regulation of institutional procurement

2. Development of a legal mark that defines family farming at national level

3. Other important legal issues
   - legal structure and regulation of family farmers formal organizations
   - Adaptation and complementarity of other legal rules
The regulation of institutional procurement

- Adaptation of public procurement policies and legal framework to align with family farming supply
Government

- Execution of works
- Supply of products
- Provision of services

Public Money

Public Contracts
Procurement procedure (Bidding process) ≠ Public purchase of food from family farmers
• Adaptation of the public and/or private procurement instruments to align with family farming supply

• Public call, soft tender, contract etc.

• Price setting, payment, logistic etc.
- Testing different contract modalities
- Shortening payment times
- Provision of customized logistical and transport systems
- Customizing administrative procedures
- Provision of services for quality control
Development of a legal mark that defines family farming at national level

• Contributes:
  ▫ to the strength of the institutionalization of family farming in the country
  ▫ to a broader dialogue and interaction between different public policies and programmes
  ▫ to guarantee that the public programmes on family farming effectively reaches their recipient and to measure and evaluate its results and impacts

The parameters used can vary and be adjusted to the national context and its peculiarities
Other important legal issues
Legal structure of family farmers formal organizations
Development of a proper legal model to regulate the structure of family farmers organizations

- update and improvement of the legislation of the traditional legal forms
- development of new models, based on contractual or organizational arrangements, less bureaucratic and more adapted to the demands of family farming producers
Other important legal issues

- Adaptation of other legislation and its operationalization to the particularities of institutional purchase and of the family farmers

- Examples: tax and sanitary legislation

- It is important to considered the institutional purchase in a broader legislative context and recommendable the adaptation of these regulations for its effective implementation
Thank you!

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Among the lessons learned from the different experiences:

- Relevance of multi-sectorial intervention and cross-institutional and intra-policy collaboration

- Alternative business models for linking smallholder producers to institutional buyers

- Enhance technical and managerial skills of smallholder producers