



Lessons learnt from the Brazilian and P4P's experiences

Luana F. J. Swensson
FAO - AGS

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



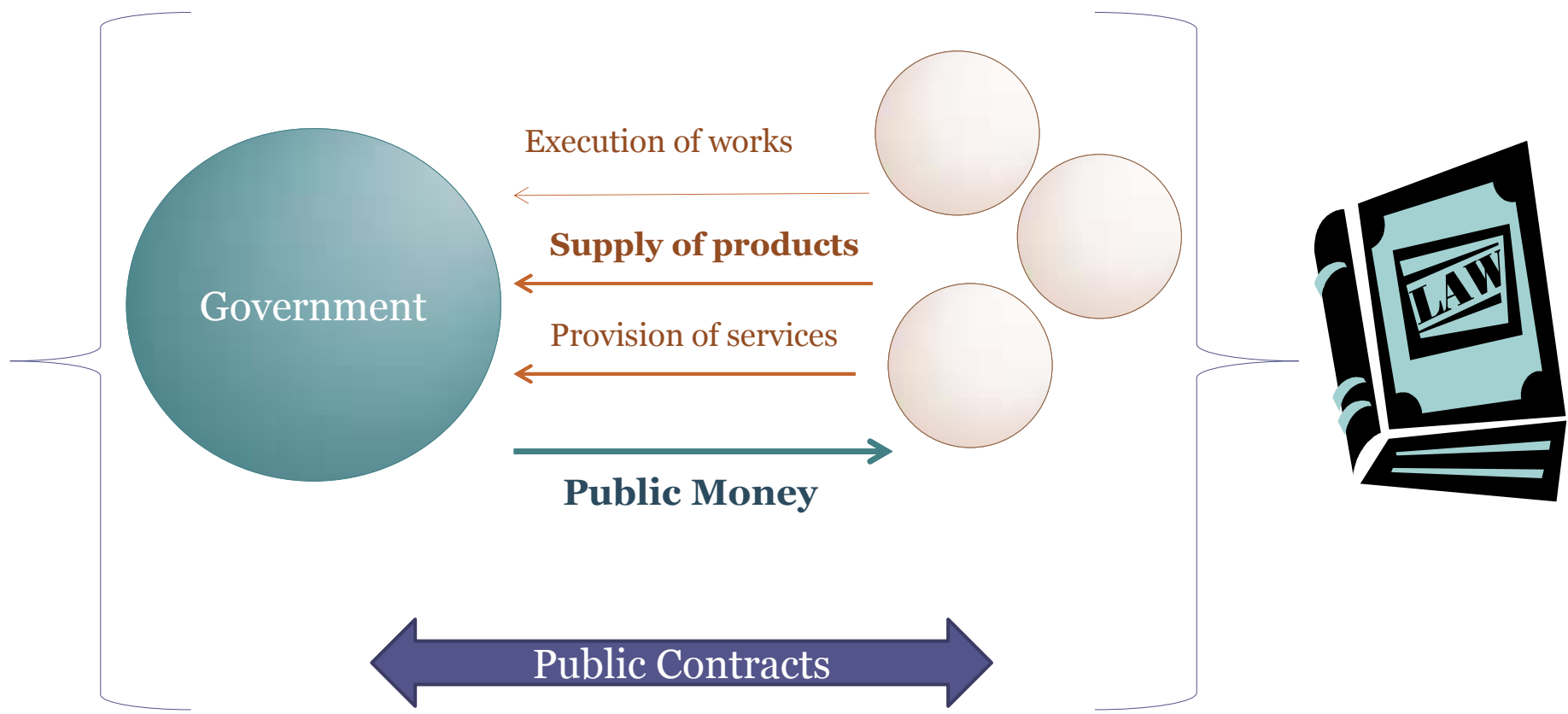
Legal enabling environment

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

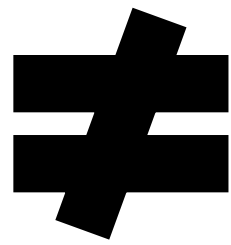


The regulation of institutional procurement

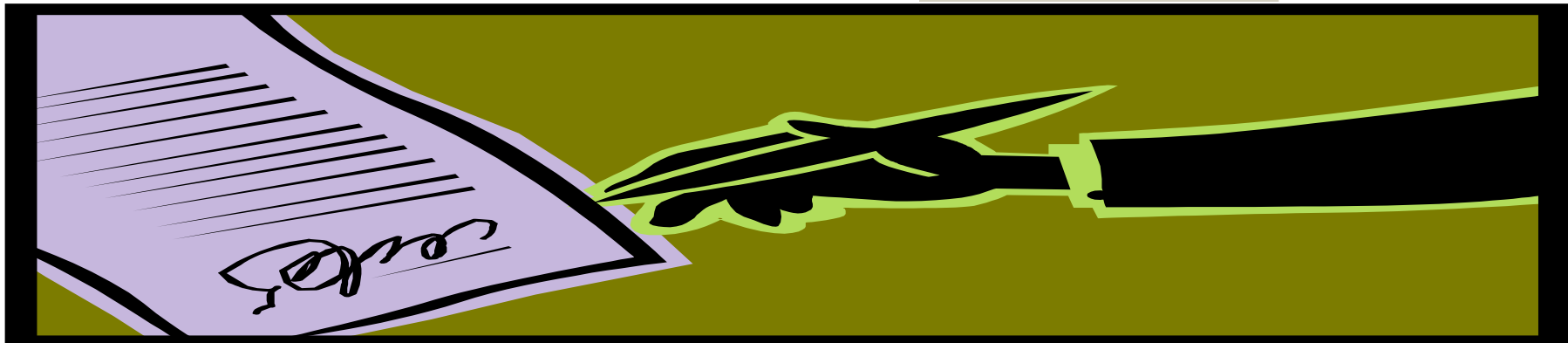
- Adaptation of public procurement policies and legal framework to align with family farming supply



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

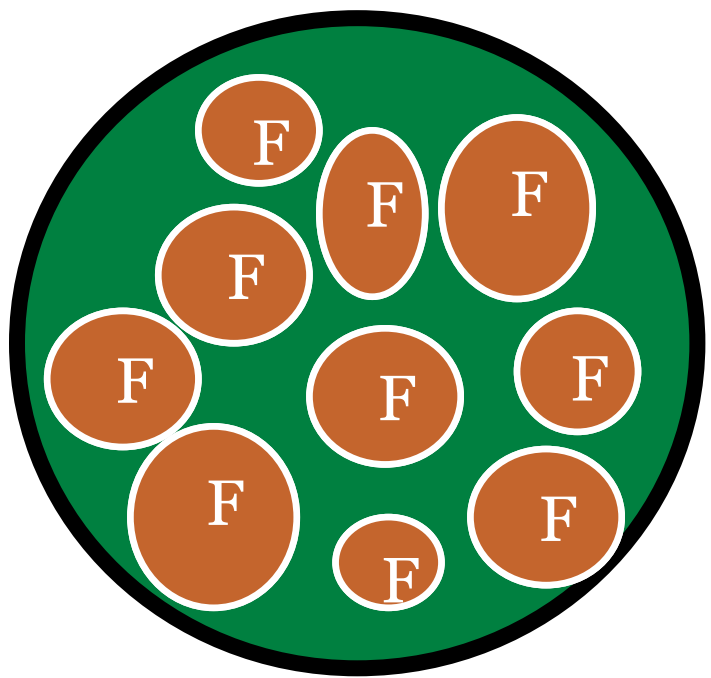
- **Contributes:**
 - to the strength of the institutionalization of family farming in the country
 - to a broader dialogue and interaction between different public policies and programmes
 - to guarantee that the public programmes on family farming effectively reaches their recipient and to measure 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

Legal structure



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 consider the institutional purchase in a broader legislative context and recommendable the adaptation of these regulations for its effective implementation



Luana F. J. Swensson
AGS – Rural Infrastructure and Agro-industries Division
FAO
luana.swensson@fao.org

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