Ready to Tender: preparing farmers to supply to school feeding programs

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Inclusive Public Procurement: Connecting Farmers to School Feeding
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Providing farmers with market information

• Develop menu plans as a basis for market information, procurement plans and schedules (school, district, regional, national levels)

• At a minimum, for each school, identify and publish requirements for school feeding, including
  – Food quantities
  – Food quality
  – Price
  – Timing
  – Origin/sourcing option
  – Payment schedule
Talking points

1. School feeding as a strategy with different objectives
2. Demand for goods and services as a market opportunity for producers and businesses
3. Supply chain framework can be used to identify opportunities and challenges for different implementation models
4. Example in Ghana
School feeding: A strategy with multiple objectives?

- Simple idea, but programmes can be quite complex!

- Optimisation problem: Managing complexity and trade-offs across objectives is not straightforward…
Market opportunity

- Demand for goods and services for producers and value chain actors
  - On average ~ $50 per child per year*
  - Approximately ~ 25 kg of food per child per year*
  - Demand is stable throughout the school year

- Maize: On average, at current scale demand equivalent to ~10% of production and food supply
- Maximum scale-up demand potential equivalent to ~40% of production and food supply (n=32 countries across sSA)

* (Gelli & Daryanani, 2013)
Supply chain goals and objectives

**Timely, uninterrupted supply of quality food with links to small holder farmers**

**Steady supply:**
- Develop resilient supply chain system
  - Procurement system allows explicit management of seasonality, scale and geographical context
  - E.g. Guidelines for different purchasing models and different commodities (including perishables)

**Quality assurance:**
- Process standards applied across supply chains
  - Quality standards are developed
  - E.g. Nutrition and food safety standards developed
  - Quality standards are monitored
  - E.g. Testing for aflatoxin, menu composition is monitored

**Small-holder access:**
- Small holder farmers participate in supply chain
  - Improved production capacity
    - E.g. Farmer field schools, inputs...
  - Improved awareness of school feeding market
    - E.g. Sensitisation campaigns

**Community ownership**

**Transparency of financial flows**

**Sustainability**
The flowchart illustrates the process of food distribution from farmers to children. The stages include:

1. Organization of farmers
2. Production of food
3. Wholesale, Trading
4. Transportation & Storage
5. Processing & distribution to schools
6. Food Preparation
7. Distribution To Children

- **Agriculture sector and food production**
- **Food procurement**
- **Logistics and processing**
- **Food preparation and feeding**

**Fully centralised model** (e.g. Botswana)
- Government centrally buying and distributing food to schools

**Decentralised Third-party model** (e.g. Ghana)
- Caterers responsible for procurement and preparation

**Partially decentralised model** (e.g. Mali)
- Traders
- Schools

**Integrated farm to school model** (e.g. Cote d'Ivoire)
- Women’s groups receive supply side package and provide schools with food supply and support preparation and distribution
Seasonal calendar in Ghana

- **Term 1**
  - South: Rainy season
  - North: Main harvest

- **School term 2**
  - South: Land preparation
  - North: Dry Season
  - Year-round: Cassava planting and harvesting

- **School term 3**
  - South: Peak flooding
  - North: Transhumance
  - Year-round: Hunger season

- **School**
  - South: Main harvest
  - North: Harvest

Menu planning

- Optimise use of budget($/child)
  - Nutrition content
  - Healthy and culturally acceptable foods
  - In-season and relevant to the small holder harvest in the vicinity of the schools
  - Food safety

- Example:
  - Identifying nutrition gaps in Ghana
  - Opportunity to utilize under-utilized foods
  - e.g. for vitamin A: orange flesh sweet potatoes, fresh palm oil etc...
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Randomised trial in Ghana

• Theory-based mixed-method impact evaluation of national programme
  – 116 schools, randomised
    • 29 SF standard
    • 29 HGSF+ pilot
    • 58 no school feeding (controls, get SF after year 2)
• 3 year study in partnership with Government of Ghana, University of Ghana, Partnership for Child Development and IFPRI
• Study outcomes include child health and nutritional status, school participation and learning, and smallholder farmer income
• Intermediate outcomes along the agriculture and nutrition pathways were also measured
• Endline survey just completed!
Thank you!