

Seizing the opportunity of collective catering to develop organic production

Problem

France has a target of 20% organic food catering (Egalim Law¹), but organic farmers struggle due to fragmented supply, unsuitable volumes, and strong logistical constraints.

Solution

Farmers and processors organise their supply collectively, adapt volumes, cooperate with regional food hubs or logistic platforms to meet public procurement requirements.

Applicability box

Theme

Food chain management, Environment and society, Sustainable communities,

Keywords

Agricultural organisations, Sustainability,

Context

France

Benefits

A stable and growing outlet for farmers and processors, organic gains local visibility, and the 20% organic food in both public and private canteens target is reached easier.

Practical recommendations

To supply collective catering in France, organic producers should (Figure 1):

- Organise collectively into cooperatives or producer groups to pool volumes and adapt the format of food containers for public caterers
- Collaborate with local processors to ensure raw products meet catering requirements
- Use local micro-hubs to centralise logistics, facilitate deliveries, and optimise transport
- Establish long-term contracts with caterers to secure stable volumes and prices, enabling production planning and investment
- Advocate for public procurement rules to integrate sustainability and local sourcing criteria
- Align production and supply with the Egalim targets to secure demand for organic products
- Coordinate production and logistics to overcome supply fragmentation and expand organic offerings in collective catering.

¹ The Egalim law has imposed a 20% organic requirement in public catering by 1 January 2022, and in private catering by 1 January 2024. Please note: the Egalim law does not only apply to public procurement.

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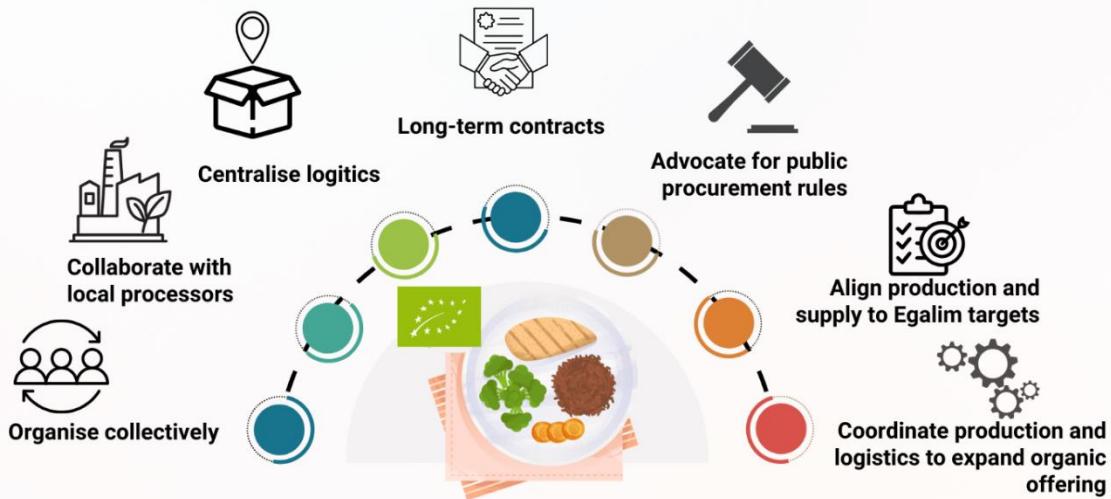


Figure 1: Cooperation between organic stakeholders to achieve 20% organic food in collective catering

Further information

Further reading

- OrganicTargets4EU Deliverable D4.2 Report on Delphi experts' interviews on value chain changes and business strategies, 2025, IFOAM Organics Europe
 - [English version](#)
 - [French version](#)

Weblinks

- [Organic Targets4EU project website](#)
- Check the [Organic Farm Knowledge platform](#) for more practical recommendations.

About this practice abstract and the OrganicTargets4EU project

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Permalink: [Organic-farmknowledge.org/tool/56495](https://organic-farmknowledge.org/tool/56495)

Project info: This practice abstract was elaborated by OrganicTargets4EU / Transformation scenarios for boosting organic farming and organic aquaculture towards the Farm-to-Fork targets

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