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l'Institut de l'agriculture  
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# Seizing the opportunity of collective catering to develop organic production

## Problem

France has a target of 20% organic food catering (Egalim Law<sup>1</sup>), 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.

<sup>1</sup> 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.

## Seizing the opportunity of collective catering to develop organic production

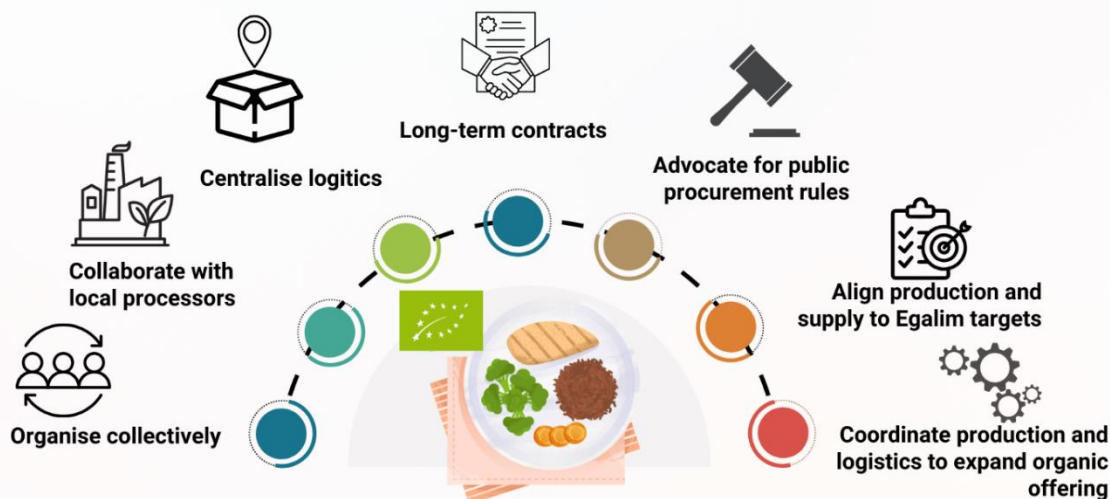


Figure 1: Cooperation between organic stakeholders to achieve 20% organic food in collective catering

### 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

**Project website:** <https://organictargets.eu/> © 2025