Created in 2008 as a “Limited Liability Company” to drive convergence through collaboration with stakeholders

Good Agriculture Practice
GLOBALG.A.P. – LEAF
2009: GLOBALG.A.P. NTWG
2011: GLOBALG.A.P. Farm Assurer

GMP/Hygiene
BRC Global Standard for Food

Social Responsibility
ETI UK – SEDEX – EU FTA/BSCI
2010: ESET - 2012: UNGC & B4P
2014: EJB ACT – 2015: FTA-eg

Independent sampling for pesticides residue
Food Experts, Spain

Food safety, social, environmental and Quality management system

Self-assessment
First party audits

Second party audits (on behalf of UK/EU retailers and importers)

- Customers range from EU/MEA Governmental Organizations, Owners of International Private Standards, EU/UK retailers/importers and Egyptian exporters.
- Invited to worldwide events to share our experience especially for ESET, and the USAID-funded Premium Project for Egyptian Small Growers

www.bluemoon-eg.com
Blue Moon Shines in Egypt

Blue Moon helping Egypt secure global reputation

EGYPTIAN COMPANY Blue Moon has developed a comprehensive audit capacity-building programme for the supply chain, in particular with the British Retail Consortium (BRC) Global GFSI, LFIA and SEDEX. Mona Salah, manager and general manager of Blue Moon, said: “An essential element of the company’s infrastructure is the development of a system and procedure to ensure a sustainable model for global market access. For this reason, it is necessary to meet the requirements of global standards. Blue Moon is committed to this goal and is interested to work with its customers, who are already familiar with the best practices and are willing to provide the necessary support. In this context, the SEDEX programme is an essential tool for improving the quality of the company’s products and services.”

The company has already started working towards the implementation of the BRC Global GFSI and LFIA. In particular, it is important to highlight that BRC standards are already implemented in the company’s production process. In addition, the company is committed to meeting the requirements of the BRC Global GFSI and LFIA, as well as to ensuring the quality of its products.

The company also has a comprehensive audit capacity-building programme, which aims to ensure that the company’s products meet the requirements of the BRC Global GFSI and LFIA. In particular, the company has already started working towards the implementation of the BRC Global GFSI and LFIA, as well as to ensuring the quality of its products.

The company has already started working towards the implementation of the BRC Global GFSI and LFIA, as well as to ensuring the quality of its products.
Improve management practices at Small Producer Organizations (SPOs)

Improve income of small growers (members of SPOs)

2011: USAID-funded Premium Project for Egyptian Small Growers
Matrouh – Beheira - Luxor

2014: USAID-funded Premium Project for Egyptian Small Growers,
And added 10 Agriculture Technical Schools in Beheira, Qena, Luxor & Aswan

2015-2020: USAID-funded FAS/CNFA in Beni Suef, Menia, Assiut, Sohag, Qena, Luxor and Aswan
SMALL GROWERS
REACHING BEYOND BORDERS

Melons
Green Beans
Grapes
Mandarins
Oranges
Lemons
Potatoes
Artichokes
Peas

To join us in helping small Egyptian growers, and for more information, please visit:
www.smallgrowers-eg.com

May 2016
5
Rationale of the Premium Project (2014-2016)

- Improve management practices at SPOs & ATS
- Improve income of small growers & ATS graduates
Basic challenges for the Egyptian fresh produce sector

- Food safety
- Health & Safety
- Environment
- Good practice
- Mutual trust
- Compliance with contractual terms
- Sustainability
- Transparency
- Traceability
- Trust

Young & Efficient extension officers
Competent "workers"
Logistics for "small growers"

Basic Plan for USAID-funded Premium Project

- Risk Assessment based on compliance criteria of internationally known standards promoting "Good Practice"; GLOBALG.A.P. – FAIRTRADE – BRC
- Provision of resources to mitigate compliance and ethical trade risks through improved technologies and management practices
Geographical scope (SPOs & ATS)

Matrouh
- SPO (1) – 880 Vegetable growers (MALR)
- ATS (3)

Beheira
- SPO (4) 3,126 F&V growers (MALR)
- ATS (3)

Luxor
- SPO (3) 177 F&V growers (MSS)
- SPO (3) 3,214 F&V growers (MALR)
- ATS (1)

Qena
- ATS (3)

Aswan
- ATS (3)

11 SPO
- 40,978 feddan
- 8,053 small growers
- 12% females
- 8 SPO GLOBALG.A.P. certified
- 4 SPO Fairtrade certified
- 1 PHU BRC certificated

10 ATS
- 16,232 student (6% females)
- 1,200 teacher (30% females)
- 215 supervisor (12% females)

- **SPO**: Small Producer Organization:
  - Agriculture Cooperative operating under the ministry of agriculture and land reclamation, or
  - Agriculture Association operating under the ministry of social solidarity
- **ATS**: Agriculture Technical School operating under the ministry of education and technical education

www.bluemoon-eg.com

May 2016
GPS technology

Sample of GPS links to Google maps

<table>
<thead>
<tr>
<th>Israa Agriculture Cooperative</th>
<th>Link</th>
</tr>
</thead>
<tbody>
<tr>
<td>Line 1/1</td>
<td></td>
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<tr>
<td>Line 1/2</td>
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<td>Line 1/3</td>
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<td>Line 1/5</td>
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<td>Line 1/6</td>
<td></td>
</tr>
<tr>
<td>Line 1/7</td>
<td></td>
</tr>
</tbody>
</table>

Summary

GPS identification of 40,978 feddan
8,053 small growers
7,109 male
944 female

Please note the following:
1) Please install Google Earth on your computer before trying to open the above links.
2) When using the pointer to see details please make sure you are pointing on the Premium Logo and not on the polygon around it

www.bluemoon-eg.com

May 2016
Direct links to the local and international market

Mostafa Ismail Agriculture Cooperative, Matrouh
PHU and cold store (20 tons)

Israa Agriculture Cooperative, Beheira
PHU and cold store (20 tons)

Collection center (land owned by 3 associations in Luxor)
PHU and cold store (40 tons)

5 cold trucks (1.5 tons), Beheira

* Direct marketing efforts through the annual visits of Blue Moon to Fruit Logistica, Berlin (2012 – 2016)
Economic impact on small producers

30 supply contracts (including McDonald’s Egypt and EU Fairtrade markets)

Total Volume: 1935 tons

10 Value Chains (fresh & processed)

Sales Value: $1,436,534

Average sales price: $742/ton

Average Net profit: $320/ton

Average local price: $268/ton

Household increase ~20% on average

New: Fairtrade-EG Local Market

www.bluemoon-eg.com
Social and Environmental Impact for small producers
ATS

Active learning & lesson plan

- Engaged around seventy five (75) central and local supervisors in the TOT program
- Engaged ~65% of local supervisors in an awareness program
- Trained ~90% of total number of ATS teachers in the 10 schools
- First time to include basic education teachers

Impact

- Central and local supervisors are monitoring the application of active learning and lesson plans in the schools
Internship Program

Challenge

• Agriculture Technical Schools need to provide internship programs to students that can lead to job opportunities to graduates.
• Growers/exporters have daily problems with casual workers and labour providers – especially regarding age verification.

– NEW: Electronic ID cards for Students with a personal picture, National ID number and date of birth. The QR code on the back of the card will link to his/her electronic training and employment record (under development).

Achievement

• Meeting between 10 ATS and members of the Egyptian Suppliers Ethical Trade Forum (ESET)*
  – Standard agreement to ensure good labour practice and prevent hazardous work for year 1 & 2 students.
  – 9 ATS signed 11 contracts
  – Engaged 313 students and 9 supervisors from the schools
  – minimum payment for student EGP30/day and EGP40/day for supervisor – irrelevant of market price – which can be EGP25/day for the casual worker).
  – Technical training
  – Awareness of business ethics and standards
    • No engagement of female students
  – Results will be discussed at the meeting on 30/5/2016
Entrepreneurship Program

Achievement

- 207 feasibility studies (including basic education departments)
- Transparency and non-discrimination policy
- Capacity building program for teachers and supervisors
- 92 students were eligible to initiate their small projects
- The premium project participated with a set budget for resources of EGP1500 per project - some cases had a cost-share by parents
- Average return on investment 120%
- Some students are making EGP700 per month.

Special winners

- 10 winning projects (50%)
  - Spray service provider
    - (Croplife RU/SSP; 51 master trainers - 48 students, 2016 plan 300 students
      The program provides a new horizon for the F&V sector in Egypt)
  - Illiteracy Campaign
  - Cotton candy

Impact

- Empowerment of students
- Positive attitude towards private business
USAID-funded Career Development Center at 9 Agriculture Technical Schools before and after rehabilitation

- A sustainable and direct link between employment sites and ATS students & graduates.
- Updated database for students, and the provision of identification cards with pictures, date of birth, and QR code.
- Capacity building of the CDC team: “Human Capital”: HR principles - “WEF”: work ethics and positive attitude - CropLife: RU/SSP

www.bluemoon-eg.com
After 4 years of hard work and many challenges...

- Can we improve the practice and income of small producers and ATS students/graduates?
  - YES, BUT we need to
    - provide basic resources based on risk assessment
    - develop a local market that appreciates “Good Agriculture Practice” and “Fairtrade”
    - find “ethical traders” who accept to create “sustainable” market links for small producers
    - Continue to map and link fruit and vegetable stakeholders - including “ATS” so that they can engage and drive sustainability
OUR STRATEGIC PILLARS

- Partnership
- Integrity
- Benchmarking
- Stakeholder Participation
- Efficiency and Effectiveness
GLOBALG.A.P. GOVERNANCE

Partnership Principle in all Decision-Making Processes
• All certification bodies (CBs) must be ISO 17065 accredited

• Restricting initial non-accredited certification activities

• All certification bodies have had external system and witness assessments before entering large scale certification activities

All Approved CBs are Published on the Website
• Status and scope of accreditation
• Contact details
• Country offices
• Worldwide choice of CBs
The GLOBALG.A.P. Board consists of 5 Retailers and 5 Producers
GLOBALG.A.P. MEMBERSHIP
Shaping the Future Together

Members by Type

- SUPPLIER MEMBERS: 48%
- ASSOCIATE MEMBERS: 39%
- RETAIL MEMBERS: 13%

Updated June 2014
Content:

1. Introduction
2. Program Owner
3. Documents
4. Producer Requirements
5. localg.a.p. Scope
6. Control Point and Compliance Criteria
7. Compliance
8. Overview of localg.a.p. Programs
1. **Introduction**
1. Introduction – The History

It is a stepping stone towards certification
A cost effective solution for emerging markets

Producers

Retailers

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1. Introduction – The Principles

End goal is always certification

GLOBALG.A.P. Certification

Intermediate Level

Foundation Level

Cannot go back to localg.a.p. once certified

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Certification Process

Inspections/Audits only conducted by an accredited CB

GGN

Full set of requirements
Assessment Process

LGN

CB / Farm Assurer

Sub-set of requirements
2. The localg.a.p. Program Owner
Each localg.a.p. program requires a **localg.a.p. program owner** (e.g. Retailer, Government, Sourcing Unit, etc.)

**A localg.a.p. Program Owner**

defines the particular rules for the specific localg.a.p. program based on the localg.a.p. General Rules template, including rules regarding the implementation of the localg.a.p. program over a specific period to progress towards GLOBALG.A.P. certification.
2. The localg.a.p. Program Owner

Requirements for a localg.a.p. program owner

1. Demand localg.a.p. from producers – Capacity Building
2. GLOBALG.A.P. Membership
3. Signing a MoU with GLOBALG.A.P.
4. Complete Customization Checklist (define rules)
5. Sign Agreement on Disclosure of Information
6. Sign Bookmarking Documents
2. The localg.a.p. Program Owner

**CPCC Documents and Checklists**

1. Foundation Level
2. Intermediate Level

Program Owner decides levels and time towards certification (max 5 years)

**localg.a.p. General Rules**

1. Customization Checklist

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3. Documents
3. Documents

- localg.a.p. Control Points and Compliance Criteria (CPCC) – (FL, IL)
- localg.a.p. Checklist (FL, IL)
- localg.a.p. Checklist – Producer Groups and Multisite with QMS
- localg.a.p. General Rules
- localg.a.p. Program Owner Customization Checklist

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3. Documents
Where can the documents be found?

- Free access in the GLOBALG.A.P. website: www.globalgap.org

- Official language: English.

- Translations available free of charge in the website.
3. Documents
Producers - Where can the documents be found?

Producer Information
Producers can only form part of a localg.a.p. program if one of their customers is a localg.a.p. program owner.

Follow the steps for producers indicated under Quicklinks!

Below you see a list of current recognized localg.a.p. programs per country. Click on the program name to get more information.

Quicklinks
Steps to be followed by producers
Benefits for producers
List of localg.a.p. programs
localg.a.p. for program owners

Download
- localg.a.p. rules
- localg.a.p. checklists and CPCC
- localg.a.p. Booklet (2MB)
3. Documents

How to know the specific requirements of a localg.a.p. program

<table>
<thead>
<tr>
<th>Program</th>
<th>Supplier</th>
<th>Category</th>
<th>Country</th>
</tr>
</thead>
<tbody>
<tr>
<td>BG localg.a.p. - Fruit and Vegetables</td>
<td>Billa Bulgaria</td>
<td>Fruit and Vegetables</td>
<td>Bulgaria</td>
</tr>
<tr>
<td>localg.a.p. North America - Fruit and Vegetables</td>
<td>Walmart USA</td>
<td>Fruit and Vegetables</td>
<td>North America</td>
</tr>
<tr>
<td>SPAR localg.a.p. South Africa - Fruit and Vegetables</td>
<td>SPAR South Africa</td>
<td>Fruit and Vegetables</td>
<td>South Africa</td>
</tr>
<tr>
<td>localg.a.p. Guatemala - Fruit and Vegetables</td>
<td>Agrequima</td>
<td>Fruit and Vegetables</td>
<td>Guatemala</td>
</tr>
<tr>
<td>SPAR localg.a.p. Botswana - Fruit and Vegetables</td>
<td>SPAR South Africa</td>
<td>Fruit and Vegetables</td>
<td>Botswana</td>
</tr>
<tr>
<td>localg.a.p. Program SA Livestock G.A.P.</td>
<td>SA Livestock G.A.P. / Program Owner</td>
<td>Livestock</td>
<td>South Africa</td>
</tr>
<tr>
<td>localg.a.p. Tucumán Caña de Azúcar sin uso del Fuego</td>
<td>EEAOC (Estación Experimental Agroindustrial Obispo Colombres)</td>
<td>Combinable Crops (Sugarcane)</td>
<td>Argentina</td>
</tr>
</tbody>
</table>
3. Documents

How to know the specific requirements of a local g.a.p. program

Country: South Africa

Contact
Phone: +27 (0) 621 0301
E-Mail: djooste@shoprite.co.za

Scope: Fruit and Vegetables

Website: http://www.shopriteholdings.co.za/RetailingServices/Pages/Freshmark.aspx

For more information contact Mr Donovan Jooste Quality Assurance Manager (Freshmark)

Download:
- Customization Checklist (157 KB)
- Freshmark Add-On GMP (128 KB)
- local g.a.p. General Rules (290 KB)
3. Documents
Program Owners - Where can the documents be found?

Become a localg.a.p. Program Owner

GLOBALG.A.P. membership and the signing of a Memorandum of Understanding are pre-requisites in order to become a localg.a.p. program owner.

The localg.a.p. control points and checklists are ready to use, OR they can be adapted to fit the specific market needs of the localg.a.p. program owner. The generic General Rules of the localg.a.p. program have to be customized by the localg.a.p. program owner by means of a Customization Checklist.

Our product development team will work with you to develop the perfect program for your benefit from our 10 years of expertise as well as our database, trainers, experts and farm assurers!

Our extensive network of GLOBALG.A.P. Farm Assurers and certification bodies can also consult your producers in the implementation of both the localg.a.p. standard and your customized solution.

Contact us today for assistance: Elme Coetzer-Boersma

Quicklinks
6 Steps to establish a localg.a.p. program
Benefits for program owners
Become member
Find a certification body
Find a Farm Assurer
localg.a.p. for producers

Download
- localg.a.p. customization checklist template (111 KB)
- localg.a.p. documents
- localg.a.p. Booklet (2 MB)
3. Documents

Customization Checklist

No localg.a.p. program without a Customization Checklist

**TABLE 2: CUSTOMIZED REQUIREMENTS**

The localg.a.p. program owner is allowed to define certain rules specific to the country where the localg.a.p. program will be implemented. The localg.a.p. program owner must indicate where it would define its own rules and give a detailed description of what it required.

The localg.a.p. Customization Checklist must be completed by the localg.a.p. program owner before the localg.a.p. program is approved and implemented in the specific country.

*NOTE:* The numbering in this document is in line with the numbering in the localg.a.p. General Rules document.

<table>
<thead>
<tr>
<th>Clause</th>
</tr>
</thead>
<tbody>
<tr>
<td>localg.a.p. General Rule</td>
</tr>
<tr>
<td>localg.a.p. Program Owner Requirements</td>
</tr>
<tr>
<td>4. PRODUCER APPLICATION OPTIONS</td>
</tr>
<tr>
<td>4.1 Option 1 - Individual Producer</td>
</tr>
<tr>
<td>4.1.1 Option 1 - Multisite without Implementation of a CMS</td>
</tr>
<tr>
<td>4.1.2 Option 1 - Multisite with Implementation of a CMS</td>
</tr>
<tr>
<td>4.2 Option 2 - Producer Group</td>
</tr>
<tr>
<td>5. PRODUCER REGISTRATION PROCESS</td>
</tr>
<tr>
<td>5.1 Certification Bodies/Farm Assurers</td>
</tr>
<tr>
<td>e) The applicant shall register with a localg.a.p. approved certification body or GLOBALG.A.P. licensed Farm Assurer.</td>
</tr>
<tr>
<td>c) Information on approved CBs or licensed Farm Assurers is available for every localg.a.p. program and published on the GLOBALG.A.P. website, if requested and agreed on by the localg.a.p. program owner.</td>
</tr>
</tbody>
</table>
4. Producer Requirements
4. Producer Requirements

4.1 Important Producer Rules

1. Must supply or intent to supply to Program Owner.
2. Producer never been certified against GLOBALG.A.P. before
3. Once certified cannot go back to localg.a.p.
4. Cannot progress backwards in localg.a.p. levels
5. Same CPCC, same product scope, different PO with different rules and possible Add-on’s: Producer to comply to strictest localg.a.p. program.
6. More than one localg.a.p. program in country (different PO, different product scope, different rules, different checklist requirements): Producer register and comply to all applicable programs.
4. Producer Requirements

4.2 Application Options

**OPTIONS**

**Option 1**

- Individual Producer
- Multisite without QMS
- Multisite with QMS

**Option 2**

- Producer Group
4. Producer Requirements

4.3 Registration

Register with:

- GLOBALG.A.P. Approved CBs and/or
- Licensed Farm Assurer (Verification Body)

*Same process as when producer register for GLOBALG.A.P. Certification*

*Scope extension needed with Letter of Intent to be sent to GLOBALG.A.P.*
4. Producer Requirements

4.4 Assessment

- Self Assessment (IL)

- Second/Third Party Assessment
  - GLOBALG.A.P. Approved CBs
  - Licensed Farm Assurers

The PO will decide on who will conduct the localg.a.p. inspections

Confidentiality and Impartiality at all times – inspector that conducted the localg.a.p. assessment cannot conduct GLOBALG.A.P. certification inspection
PO defines the following:

- Type of scoring system: Major Musts, Minor Musts, Recommendations, knock-out points, percentages, etc.
- Corrective actions time frame allowed
- Assessment cycle validity e.g. 1 year

Recommended to stay as far as possible in line with GLOBALG.A.P. systems as the purpose is to progress to GLOBALG.A.P.
5. localg.a.p. Scope

5.1 Modular Approach

- CB Crops Base
  - FV Fruit & Vegetables
  - FO Flowers & Ornamentals
  - CC Combinable Crops
  - TE Tea
  - PPM Plant Propagation Material

- AB Aquaculture Standard
  - Finfish, Crustaceans & Molluscs

- LB Livestock Base
  - PG Pigs
  - PY Poultry
  - TY Turkey
  - CS Cattle & Sheep
  - DY Dairy
  - CYB Calf/Young Beef
5. localg.a.p. Scope

5.2 Scopes

**Crops**
- Fruit and Vegetables
- Combinable Crops
- Flowers and Ornamentals

**Livestock**
- Tea
  - Ruminants
  - Figs
  - Poultry
  - Turkey
  - Dairy

**Aquaculture**
- Finfish
- Molluscs
- Crustaceans
6. localg.a.p. CPCC
Control Points and Compliance Criteria - FOUNDATION LEVEL

All Farm Base
AF 1 Site history and Site management
AF 2 Record keeping
AF 3 Workers health, safety and welfare
AF 4 Subcontractors
AF 5 Waste and pollution management, recycling and re-use
AF 6 Complaints
AF 7 Recall/withdrawal procedure

Crops Base
CB 1 Traceability
CB 2 Propagation Material
CB 3 Fertiliser use
CB 4 Irrigation/Fertigation
CB 5 Plant protection products

Fruit and Vegetables
FV 1 Pre-harvest
FV 2 Harvesting
FV 3 Produce handling

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6. localg.a.p. CPCC
Control Points and Compliance Criteria - INTERMEDIATE LEVEL

All Farm Base

AF 1 Site history and Site management
AF 2 Record keeping /Internal self-assessment/ Internal inspection
AF 3 Workers health, safety and welfare
AF 4 Subcontractors
AF 5 Waste and pollution management, recycling and re-use
AF 6 Complaints
AF 7 Recall/withdrawal procedure
AF 8 Food Defense
6. localg.a.p. CPCC
Control Points and Compliance Criteria - INTERMEDIATE LEVEL

Crops Base

CB 1 Traceability
CB 2 Propagation Material
CB 3 Fertiliser use
CB 4 Irrigation/Fertigation
CB 5 Plant protection products
CB 6 Equipment

Fruit and Vegetables

FV 1 Pre-harvest
FV 2 Harvesting
FV 3 Produce handling
7. Compliance

Letter of Conformance

Issued by CB/FA to producer when he/she complies to localg.a.p. Standard (Annex IV)
8. Overview of programs

<table>
<thead>
<tr>
<th>localg.a.p. program</th>
<th>Scope and Program Owner</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. BG localg.a.p.</td>
<td>FV, Billa Bulgaria</td>
</tr>
<tr>
<td>2. localg.a.p. North America</td>
<td>FV, Walmart USA</td>
</tr>
<tr>
<td>3. SPAR localg.a.p. SA</td>
<td>FV, SPAR South Africa</td>
</tr>
<tr>
<td>5. SPAR localg.a.p. Botswana</td>
<td>FV, SPAR South Africa</td>
</tr>
<tr>
<td>6. localg.a.p. Program SA LivestockGAP</td>
<td>LB, SALivestockGAP South Africa</td>
</tr>
<tr>
<td>7. localg.a.p. Tucumán Caña de Azucar sin uso del Fuego, Argentinia</td>
<td>CC (sugarcane), EEAOC (Estación Experimental Agroindustrial Obispo Colombres)</td>
</tr>
</tbody>
</table>
THANK YOU FOR YOUR ATTENTION!

Questions – Discussion – Contact us

Email: venter@globalgap.org
+27 (0) 82 940 1555
www.globalgap.org

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