

# Pathway to NetPositiveHospitality

## Stage 1

<b>Understand impact &amp; dependencies</b>	
	1. Define what local sourcing means to you
	2. Draw up a list of key products / goods and services that you purchase or mandate that hotels procure
	3. Engage with large suppliers who are already part of your centralised procurement systems to see if they have any data on working with local suppliers
	4. Review what products / goods and services are available locally to your hotels or as fair trade options
	5. Review your current suppliers
	6. Collect data related to local sourcing to create a baseline
	7. Analyse data to identify opportunities
	8. Review dependencies relating to local sourcing & SMEs
<b>Set targets</b>	
	9. Set company targets, property-level targets for managed hotels, and suggested targets for franchised hotels for improving local sourcing
	10. Share targets with internal stakeholders, including hotel GMs and procurement teams
	11. Share targets with internal stakeholders, including hotel GMs and procurement teams
<b>Take action</b>	
	12. Review available guidance to identify relevant actions which increase local sourcing or sourcing from SMEs. This should consist of activities to be executed in the short-term (1 year), a medium-term (3 year) plan and a headline plan for longer-term initiatives (5-year plan)
	13. Review what support local suppliers and SMEs may need
	14. Support properties to partner with local organisations to help build awareness and promote local sourcing
	15. Develop or review policies and procedures for local supply chain sourcing to ensure consistency in all levels of sourcing and communicate this to properties
	16. Determine financial and non-financial resources needed, create a business case and gather required resources
	17. Engage CEO and senior leadership to share the business case to improve local sourcing and get their buy-in
	18. Implement at least one initiative at hotel level to recruit local suppliers within property regions
	19. Liaise with regional managers to agree what the percentage of goods and services could be purchased from locally owned and operated businesses
	20. Inform employees about your local sourcing objectives and their role in achieving your targets

## Stage 2

<b>Understand impact &amp; dependencies</b>	
	1. Gather data to gain a deeper understanding of SMEs and locally owned businesses providing food produce
	2. Work with large suppliers who are part of the centralised procurement systems to see if they have any data on working with local food producers and suppliers
	3. Review initiatives where the focus has been working with local farmers, distributors, and SMEs to provide F&B
	4. Understand what the barriers have been to working with SMEs, from SME and hotel procurement perspective
<b>Set targets</b>	
	5. Share analysis with senior management and agree on priority area to focus on
	6. Review targets for increasing food and beverage procurement from SMEs and local suppliers
<b>Take action</b>	
	7. Review available guidance to identify additional relevant actions which increase local sourcing and working with SMEs
	8. Determine financial and non-financial resources needed, create a business case and gather required resources

	9. Take action on priority areas with Tier 1 suppliers
	10. Raise employee awareness of commitments, and their role in achieving them
	11. Engage with guests to enable them to make more sustainable choices

### Stage 3

#### Understand impact & dependencies

	1. Review outcomes and impact (positive and negative) from your local sourcing initiatives
	2. Assess local sourcing across all departments and management level to identify gaps and opportunities for expansion at a regional level
	3. Create a baseline for hotels reporting on local suppliers' productivity and meeting standards

#### Set targets

	4. Review and update targets set for local sourcing of goods and services
	5. Share progress and discuss review of any targets with management teams to ensure alignment while prioritising local needs
	6. Demonstrate your commitments publicly

#### Take action

	7. Review available guidance to identify additional relevant actions which increase local sourcing or sourcing from SMEs. You should focus on the quality of relationships with local suppliers and how you can help them strengthen their business as well as increasing the portion of goods that come from them or the number of local suppliers you work with
	8. Determine financial and non-financial resources needed and gather required resources
	9. Facilitate knowledge-sharing platforms for local suppliers to collaborate and share best practice
	10. Advocate for supportive policies that promote local supply chain development
	11. Actively engage your staff and encourage innovation
	12. Engage with customers and enable them to make more environmental choices
	13. Modify brand standards to include procurement codes which apply to franchisees