Purchasing Local Foods for School Meal Programs

Presented by Liz Solomon
School Meal Programs

USDA administers several meal programs:

- National School Lunch
- School Breakfast
- After School Snack
- Seamless Summer
School Meal Programs

Schools purchase foods, serve them, and then receive reimbursement for those meals.

Lunches must contain:

- Meat/Meat Alternate
- Fruit
- Vegetable
- Grain
- Milk

ChooseMyPlate.gov
### School Lunch Meal Pattern

#### National School Lunch Program

<table>
<thead>
<tr>
<th>New Lunch Meal Pattern</th>
<th>Amount of food per week (Minimum per day)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Menu Component</strong></td>
<td>Grades K-5</td>
</tr>
<tr>
<td><strong>Fruit (cups)</strong> *</td>
<td>2 ½ (½)</td>
</tr>
<tr>
<td><strong>Vegetables (cups)</strong></td>
<td>3 ¾ (¾)</td>
</tr>
<tr>
<td>Dark Green</td>
<td>½</td>
</tr>
<tr>
<td>Red/Orange</td>
<td>¾</td>
</tr>
<tr>
<td>Beans/Peas (legumes)</td>
<td>½</td>
</tr>
<tr>
<td>Starchy</td>
<td>½</td>
</tr>
<tr>
<td>Other vegetable</td>
<td>½</td>
</tr>
<tr>
<td><strong>Additional Vegetables to reach total</strong></td>
<td>1</td>
</tr>
<tr>
<td><strong>Grains (oz eq)</strong> **</td>
<td>8 (1)</td>
</tr>
<tr>
<td><strong>Meat/Meat Alternate (oz)</strong></td>
<td>8 (1)</td>
</tr>
<tr>
<td><strong>Fluid Milk (cups)</strong> ***</td>
<td>5 (1)</td>
</tr>
<tr>
<td><strong>Calories</strong></td>
<td>550-650</td>
</tr>
<tr>
<td><strong>Sodium (mg; 2015 targets)</strong></td>
<td>≤ 1230</td>
</tr>
</tbody>
</table>

* Note - Fruits and Vegetables are now 2 separate components

**Half of all weekly Grains must be Whole Grain Rich

***Fluid milk must be offered in a variety of low-fat (1%, unflavored) and/or fat-free (flavored or unflavored)
School Lunch Meal Pattern

Vegetable Subgroups:

- Dark Green (Broccoli, Romaine lettuce)
- Red/Orange (Carrot, Sweet potato, Tomato, Red Pepper)
- Beans/Peas/Legumes (Navy, Pinto, White beans)
- Starchy (Potatoes, Corn, Peas, Green Lima beans)
- Other (Cabbage, Green beans, Green Peppers, Iceberg)
School Meal Programs

Vegetables must be offered daily

K-8 = \( \frac{3}{4} \) cup
9-12 = 1 cup

Fresh, canned, frozen
School Meal Programs

Fruits must be offered daily

K-8 = ½ cup
9-12 = 1 cup

Fresh, dried, canned, frozen
Purchasing Foods

Schools purchase food and supplies from:

- Private companies/Distributors
- Commodity foods, DoD Fresh
- Local farmers
- Farmer’s Markets
Procurement (Purchasing)

Informal vs. Formal Procurement

- Informal $\rightarrow$ Less than $150,000$
- Formal $\rightarrow$ $\geq$ than $150,000$

Both must allow for Full and Open Competition
Procurement

At least 3 solicitations (or comparisons, if shopping on your own) are desirable:

- **Responsive** bidder is a vendor with a product/service matching specifications outlined in procurement event
- **Responsible** bidder is a vendor who is able and willing to provide product or service matching those specifications
Informal Procurement

1. School Food Authorities (SFA) must ask for price quotes from at least three sources.
2. Competition is maintained by comparing the quotes to the SFA-developed specifications.
# Formal Procurement

<table>
<thead>
<tr>
<th></th>
<th>Invitation for Bid</th>
<th>Request for Proposal</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>When to use</strong></td>
<td>A complete and realistic specification is available. Contract can be awarded on price.</td>
<td>Factors other than price will be considered in contract evaluation.</td>
</tr>
<tr>
<td><strong>How to get bids</strong></td>
<td>Publically advertise</td>
<td>Publically advertise</td>
</tr>
<tr>
<td><strong>Type of contract</strong></td>
<td>Firm, fixed-price</td>
<td>Fixed-price OR cost-reimbursable.</td>
</tr>
<tr>
<td><strong>Geographic Preference</strong></td>
<td>Allowed</td>
<td>Allowed</td>
</tr>
<tr>
<td><strong>Ways to target local producers</strong></td>
<td>Include checklist with farm visits or farmer to visit school; farm of origin labeling; taste-testing; use specifications</td>
<td>Include checklist with farm visits or farmer to visit school; farm of origin labeling; taste-testing; use specifications</td>
</tr>
</tbody>
</table>
For any type of Procurement

Sample Specification items:

- Size of item (130/case)
- Type of item (Red Delicious)
- State of ripeness (picked no more than 3 days prior)
- Cleanliness (no mud clods)
- Package size, if packaged
- Delivery methods, locations and dates
- Availability (year-round, Spring, etc.)
  - Maybe only September through November is OK
- Shelf-life
- Number of cases expected to order per week
- Proof of liability insurance, if requested

Specifications should be in written form
Specifications for Local Products

Specifications for Vendors
Example: “Can deliver product within 48 hours of its harvest”

Specifications for Foods
Example: Product was harvested within 48 hours of delivery

*Cannot use “local” as a food description
Target local producers

- In specifications
- Approach only local sources
- Ask Distributors to include local
- Join a food co-op
- Use a forward contract
- DoD Fresh
- Geographic Preference

ACTION PLAN
Procurement

Key Points to remember:

• Schools *MUST* shop for best price
• Schools *MAY* use Geographic Preference
• MUST use *general* language
  • e.g. “Fancy #1, 135/case, picked within 3 days”
  • Not “apples grown by Farmer John”
  • Not “carrots grown in Union County”
• May use the allowed “preference points” method
Geographic Preference

“Preference Points” can be applied to locally grown/raised *unprocessed* agriculture products when procuring for the School Meal Programs.

This process still ensures Full and Open Competition.
Geographic Preference

What are unprocessed products?

• Those that retain their inherent character:
  • Raw Eggs
  • Raw Fruits and Vegetables
  • Raw Beef, Poultry, Pork
  • Pasteurized Milk
Geographic Preference

Allowable Processes:

• Cooling, refrigerating, freezing, drying/dehydration;
• Size adjustments made by peeling, slicing, dicing, cutting, chopping, shucking and grinding;
• Forming ground products into patties without additives or fillers
Geographic Preference

Allowable Processes:

- Washing, butchering, cleaning fish, pasteurization of milk
- Packaging (eggs in a carton), vacuum packaging (placing vegetables in bags or combining two or more types of vegetables or fruits in a single bag)
- Addition of ascorbic acid or other preservatives to prevent oxidation
Geographic Preference

Unallowable Processes

Heating and canning – in this process, the inherent character of the product is not retained.

- Cooked vegetables
- Canned meat or vegetables
- Pre-Cooked chicken breast patties
Geographic Preference

“Subtract” preference points from a provider’s bid price.
Does not lower bid price…
Used as a rating system.

Let’s see how this works →
# Geographic Preference

<table>
<thead>
<tr>
<th>Bidder 1</th>
<th>Bidder 2</th>
<th>Bidder 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price per unit</td>
<td>$1.95</td>
<td>$2.05</td>
</tr>
<tr>
<td>Meets Geo Preference?</td>
<td>No</td>
<td>Yes (-10 Points)</td>
</tr>
<tr>
<td>Final with Pref Pts</td>
<td>$1.95</td>
<td>$1.95</td>
</tr>
</tbody>
</table>

School will pay $2.05 to Bidder 2 for Local item.
# Geographic Preference

<table>
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<tr>
<th>Bidder 1</th>
<th>Bidder 2</th>
<th>Bidder 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price per unit</td>
<td>$1.97</td>
<td>$2.10</td>
</tr>
<tr>
<td>Meets Geo Preference?</td>
<td>No</td>
<td>Yes (-10 Points)</td>
</tr>
<tr>
<td>Final with Pref Pts</td>
<td>$1.97</td>
<td>$2.00</td>
</tr>
</tbody>
</table>

School will pay $1.97 to Bidder 1 for Non-local
Geographic Preference

- Geographic Preference only provides a rating system, but does not always ensure a local product will win the bid.
- Preference points do not reduce the cost of the product.
- "Points" are decided by school (5, 10, 13, etc.).
Factoids

**Apples**
- 125-138 count $\rightarrow$ 1 cup F
- 100 count apples $\rightarrow$ 1 ¼ cup F

**Carrots**
- Three 4 inch x ½ inch $\rightarrow$ ¼ cup Red/Orange V
- 1.5 oz. Baby carrots $\rightarrow$ ¼ cup Red/Orange V

**Corn**
- One medium Ear $\rightarrow$ ½ cup Starchy V
- 3 inch cobette $\rightarrow$ ¼ cup Starchy V
Farm To School Programs

What the Farmer can expect from School:

- Do you have a HACCP (food safety) Plan?
  - More on food safety will be discussed in separate session
  - Farmers that do not process foods do not use HACCP
- If no HACCP, how can you ensure safety?
- Could I visit your farm to observe? Could students visit your farm?
- Can you deliver? How often?
- Can you produce as much as I need?
Farm To School Programs

What the School can expect from Farmer:

- What type and size (specifications)?
- What quantity?
- How packaged?
- Whether or not they are GAP Certified (Generally accepted practices)
- May not be able to guarantee year-round volume
Farm To School Programs

Finding Local Producers

- Networking (today!)
- Area farmers
- Local Extension offices
- Ohio State University
  - Market Maker
- www.farmtoschool.osu.edu
Menus That Move

Seasonal cycle menus to help schools serve tasty meals that fit within the New Meal Pattern
Menus That Move

• Seasonal for Fall, Winter, Spring, and Summer, featuring local foods in season with cultural flavors;
• Each season contains five weekly menus for grades K-8 and 9-12 with meal components and nutrient standards;
• Contains 50 standardized recipes that include:
  • Dark green and red/orange vegetables
  • Beans/legumes
  • Whole grain rich foods;
• The recipes and menus include USDA Foods and State Processed Foods;
• The cycle menus meet the Target 1 sodium levels;
• Provide guidance for schools that want to add meal components to fulfill the new criteria for the HealthierUS School Challenge (Bronze).
Menus That Move

Ohio Department of Education

Menus That Move
Farm To School Programs

Thank you!

Questions?