



# Trends and Opportunities in Farm to School



# Outline

- School Marketplace
- Fact or fiction?
- Child nutrition standards
- Food Safety
- USDA Pilot



# What is Farm to School?



# Why Farm to School?

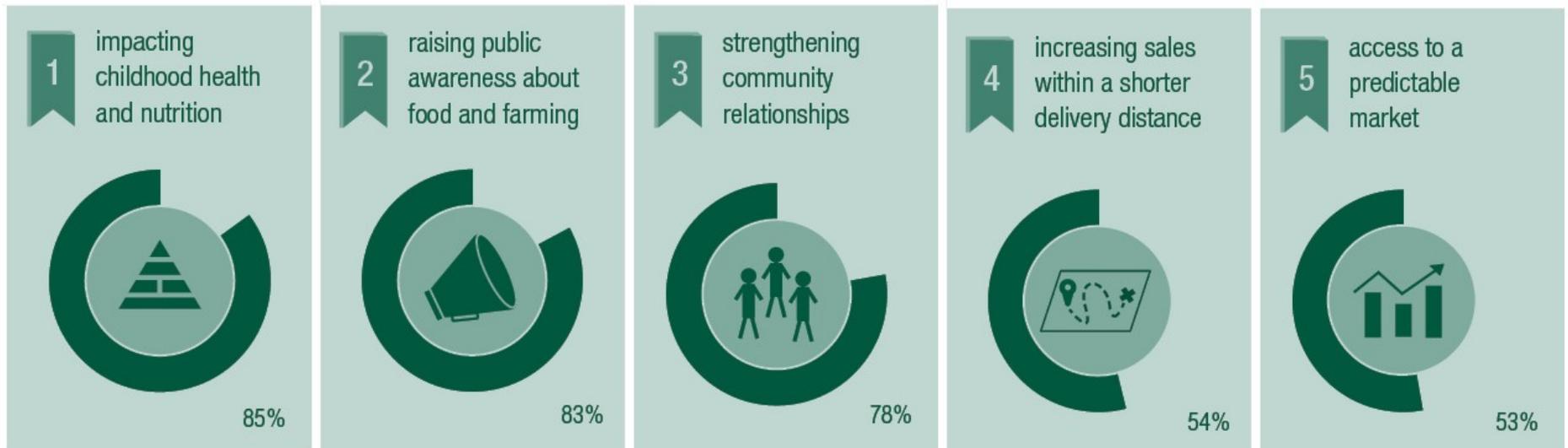


- Nutrition professionals' view
- Environment
- Economy

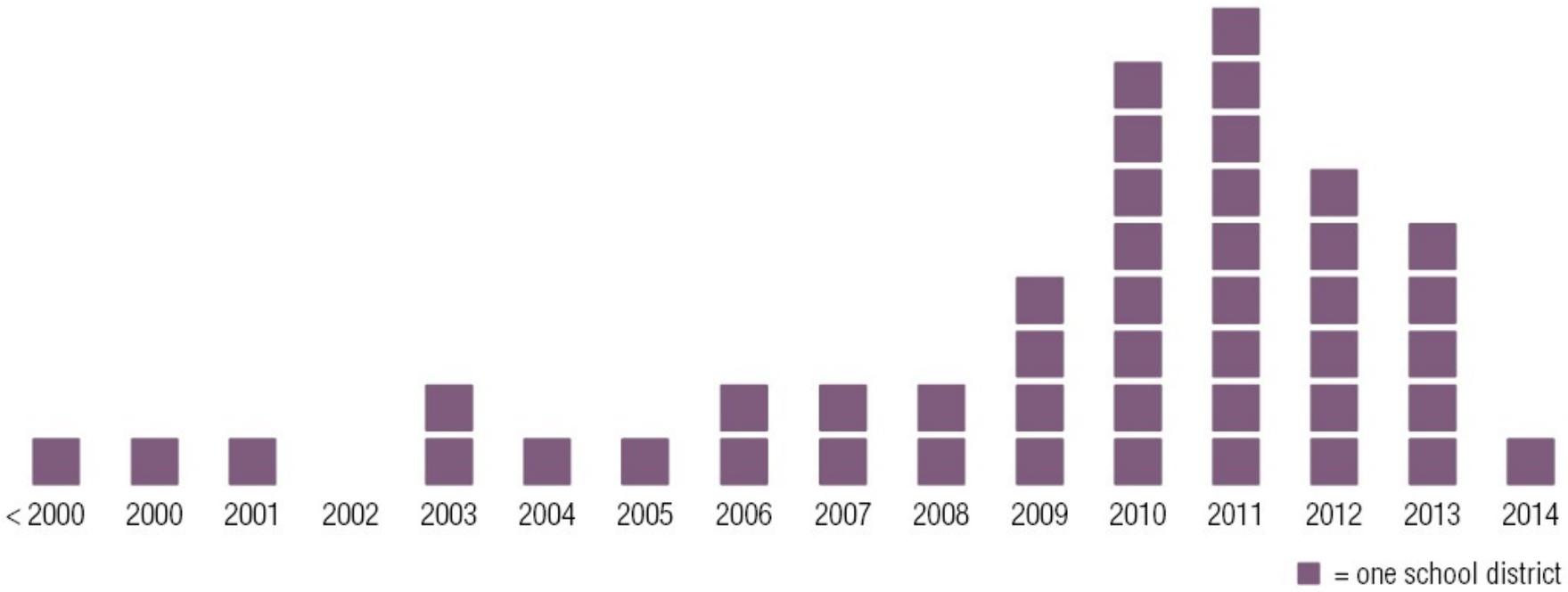


# Why Farm to School

## Farmers Perspective



# Why Farm to School?



# Why Farm to School?

## Bringing the farm to school



**4,322**  
districts

**40,328**  
schools

**23,513,237**  
children

USDA distributed the Farm to School Census (the Census) to **13,133** public school districts in the United States, **9,887** of which completed the Census. **4,322** districts operating approximately **40,328** schools with **23,513,237** students in attendance are bringing the farm to school. (See the details)

# How Farm to School?



# Myth

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- I'm too small a producer to supply a school

# Myth



- The liability insurance would be cost prohibitive

# Myth

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- Only GAP certified growers can sell to schools



*A Partner in Education*

# Implementing New Meal Patterns

- Hardest / easiest part of implementation
  - Your best strategy to “Keep Calm”



# Meal Pattern Charts

## School Breakfast Meal Pattern

Food Components	Grade K - 5	Grade 6 - 8	Grade 9 - 12
Milk			

## National School Lunch Meal Pattern

Food Components	Grade K - 5	Grade 6 - 8	Grade 9 - 12
Milk	5 cups/week (1 cup daily)	5 cups/week (1 cup daily)	5 cups/week (1 cup daily)
Meat or Meat Alternates -Daily / Weekly minimum	8 oz equivalent/week (1 oz daily minimum)	9 oz equivalent/week (1 oz daily minimum)	10 oz equivalent/week (2 oz daily minimum)
Vegetables (total) -Daily / Weekly minimum	3¾ cups/week (¾ cup daily minimum)	3¾ cups/week (¾ cup daily minimum)	5 cups/week (1 cup daily minimum)
Dark Green Subgroup	½ cup/wk	½ cup/wk	½ cup/wk
Red / Orange Subgroup	¾ cup/wk	¾ cup/wk	1¼ cup/wk
Legumes Subgroup	½ cup/wk	½ cup/wk	½ cup/wk
Starchy Subgroup	½ cup/wk	½ cup/wk	½ cup/wk
Other Subgroup	½ cup/wk	½ cup/wk	¾ cup/wk
Fruits -Daily / Weekly minimum	2½ cups/week (½ cup daily minimum)	2½ cups/week (½ cup daily minimum)	5 cups/week (1 cup daily minimum)
Grains / Breads -Daily / Weekly minimum	8 oz equivalent/week (1 oz daily minimum)	8 oz equivalent/week (1 oz daily minimum)	10 oz equivalent/week (2 oz daily minimum)

\* Increases

# Milk

## Breakfast and Lunch

Food Components	Grade K - 5	Grade 6 – 8	Grade 9 - 12
Milk	5 cups/week (1 cup daily)	5 cups/week (1 cup daily)	5 cups/week (1 cup daily)



- Allowable milk options:
  - Fat-free (unflavored or flavored)
  - Low-fat (unflavored only)
  - Lactose-reduced or lactose-free low-fat or fat-free
- Must offer at least two choices
- Does not alter nutrition standards for milk substitutes
- Provisions also apply to children ages 3-4

# Grains / Breads

## Breakfast and Lunch

### Breakfast

Food Components	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Grains / Breads</b> -Daily / Weekly minimum -All whole grain rich	7 oz eq/week (1 oz daily min)	8 oz eq/week (1 oz daily min)	9 oz eq/week (1 oz daily min)

### Lunch

Food Components	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Grains / Breads</b> -Daily / Weekly minimum -All whole grain rich	8 oz eq/week (1 oz daily min)	8 oz eq/week (1 oz daily min)	10 oz eq/week (2 oz daily min)

# Grains / Breads



United States Department of Agriculture

## Whole Grain Resource for the National School Lunch and School Breakfast Programs

*A Guide to Meeting the Whole Grain-Rich Criteria*



# Grains / Breads

## Grains / Breads

### Breakfast

Grades K-5: 7oz min. equivalent/week (1 oz)  
Grades 6-8: 8 oz min. equivalent/week (1 oz)  
Grades 9-12: 9 oz min. equivalent/week (1 oz)

### Lunch

Grades K-5: 8 oz min. equivalent/week (1 oz)  
Grades 6-8: 8 oz min. equivalent/week (1 oz)  
Grades 9-12: 10 oz min. equivalent/week (2 oz)

### Grains Creditability and Whole grain rich determination

#### Does the product contain only Creditable Grains?

- ▶ Non creditable grains include: oat fiber, corn fiber, wheat starch, corn starch, bran, germ and modified food starch (including potato, legume and other vegetable flours)
- ▶ Grains in amounts < .25 oz equivalent (3.99 grams for items in groups A-G or 6.99 grams in group H) or < 2% of the product formula do not need to be considered
- ▶ Non creditable grains in 100% Whole grain RTE Cereal may not exceed 6.99 grams
- ▶ Non creditable grains in fortified RTE Cereal may exceed 6.99 grams

Yes

#### Are all grains in the product Whole Grain or Enriched?

- ▶ Grains in amounts < .25 oz equivalent (3.99 grams for items in groups A-G or 6.99 grams in group H) or < 2% of the product formula do not need to be considered
- ▶ RTE cereal must be fortified, per FDA requirements

Yes

#### Is the product Whole Grain Rich?

- ▶ Grain content is  $\geq$  50% whole grain by weight
- ▶ Contains  $\geq$  8 grams of whole grain per oz equivalent serving (Groups A-G on Exhibit A)
- ▶ Product has the FDA whole grain health claim "Diets rich in whole grain foods and other plant foods and low in total fat, saturated fat and cholesterol, may help

No

No

No



# Grains / Breads

## Does the product contain only Creditable Grains?

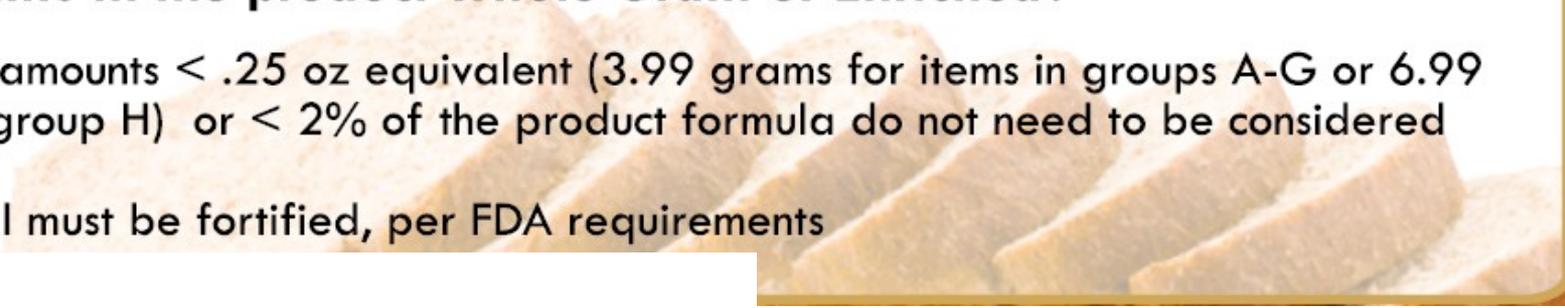
- ▶ Non creditable grains include: oat fiber, corn fiber, wheat starch, corn starch, bran, germ and modified food starch (including potato, legume and other vegetable flours)
- ▶ Grains in amounts  $< .25$  oz equivalent (3.99 grams for items in groups A-G or 6.99 grams in group H) or  $< 2\%$  of the product formula do not need to be considered
- ▶ Non creditable grains in 100% Whole grain RTE Cereal may not exceed 6.99 grams
- ▶ Non creditable grains in fortified RTE Cereal may exceed 6.99 grams

Ingredients: whole wheat flour, water, wheat bran, salt, malt, brown sugar, yeast, salt.

# Grains / Breads

## Are all grains in the product Whole Grain or Enriched?

- ▶ Grains in amounts  $< .25$  oz equivalent (3.99 grams for items in groups A-G or 6.99 grams in group H) or  $< 2\%$  of the product formula do not need to be considered
- ▶ RTE cereal must be fortified, per FDA requirements



## Ingredients:

Corn, Vegetable Oil,  
and Salt.

# Grains / Breads

## Is the product Whole Grain Rich?

- ▶ Grain content is  $\geq 50\%$  whole grain by weight
- ▶ Contains  $\geq 8$  grams of whole grain per oz equivalent serving (Groups A-G on Exhibit A)
- ▶ Product has the FDA whole grain health claim “Diets rich in whole grain foods and other plant foods and low in total fat, saturated fat and cholesterol, may help reduce the risk of heart disease and certain cancers”

## Ingredients:

Whole wheat flour, enriched flour, sugar, vegetable shortening, eggs, molasses, baking soda, salt, spices.

# OZ Equivalency based on weight of creditable grains

(documented by a CN label on a  
mixed dish OR product formulation  
state



# OZ Equivalency based on weight of product using

## Exhibit A

(documented by a product label and  
bit A)



# Grains / Breads

## Calculating Ounce Equivalencies

Program operators have the ability to credit ounce equivalencies for grain products based on the ounce weights listed in FNS Policy Memo SP 30-2012 and updated Exhibit A, or by the grams of creditable grain in each product portion (documented by standardized recipe or product formulation statement signed by a manufacturer). The following examples demonstrate how each method may be used to determine how qualifying products meet ounce equivalency requirements for grains in the National School Lunch and Breakfast programs.

### Sample Product 1:

#### Whole-Grain Bread

- One slice weighs 0.9 oz
- Ingredient statement lists whole-wheat flour first. All other grains are enriched.
- Manufacturer documentation states that each slice contains 17 grams of creditable grain and no noncreditable grains

#### 1. Calculating based on total weight of creditable product:

Because this product contains the required 16 grams of creditable grain per ounce equivalent for Groups A-G of the revised Exhibit A, we may credit it using the Exhibit A weight. The weight of the bread slice is divided by the standard weight listed for Group B products (see page 23).

Calculation:  $0.9 \text{ oz} \div 1.0 \text{ oz} = 0.9 \text{ oz}$



#### 2. Calculating based on grams of creditable grain ingredient:

The same slice of bread may be credited using the amount of creditable grain. Manufacturers must provide documentation on company letterhead (or schools may retain a copy of their standardized recipe). Sample product formulation statements are

# Grains / Breads

## Crediting and Rounding

$< \frac{1}{4}$  oz eq = Do Not Count

Add grains together and then round down

Always round down for oz eq to the  $\frac{1}{4}$  oz

### Examples

Recipes: Add grain ingredients first – then round

Sandwich: Add two slices of bread – then round

Multiples of same item: Add items together – then round

# Grains / Breads

## Grain-Based Desserts

**Lunch:**

Grain-based Desserts limited to 2oz eq

**Breakfast:**

No Grain-based Desserts limit

**BUT**

Some grain products are NOT allowed

# Grains / Breads

## Apple Cinnamon Muffin

Serving Size: 57 grams



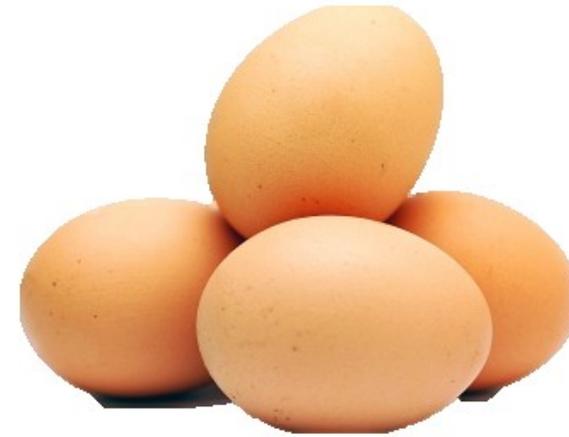
**INGREDIENTS:** WHOLE WHEAT FLOUR, SUGAR, EGGS, WATER, ENRICHED BLEACHED FLOUR (BLEACHED WHEAT FLOUR, MALTED BARLEY FLOUR, NIACIN, IRON, THIAMINE MONONITRATE, RIBOFLAVIN, FOLIC ACID), INVERT SUGAR, APPLES, SOYBEAN OIL, CONTAINS 2% OR LESS OF: PALM OIL, CANOLA OIL, WHEAT GLUTEN, PROPYLENE GLYCOL MONO- AND DIESTERS OF FATS AND FATTY ACIDS, LEAVENING (BAKING SODA, SODIUM

# Grains / Breads



ravioli with non-whole grain noodle served  
with whole grain rich roll?

# Meat or Meat Alternate



## Breakfast

Food Components	Grade K - 5	Grade 6 - 8	Grade 9 - 12
<b>Meat / Meat Alternate</b>	None required but may substitute 1 oz eq of meat/ meat alternate for 1 oz eq of grains after minimum daily grain is met OR count as “extra”		



## Lunch

Food Components	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Meat / Meat Alternate</b> -Daily and weekly minimum	8 oz eq/week (1 oz daily minimum)	9 oz eq/week (1 oz daily minimum)	10 oz eq/week (2 oz daily minimum)

# Fruit

## Breakfast and Lunch

### Breakfast

	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Fruits</b>	5 cups/week (1 cup daily minimum)	5 cups/week (1 cup daily minimum)	5 cups/week (1 cup daily minimum)



### Lunch

	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Fruits</b>	2½ cups/week (½ cup daily minimum)	2½ cups/week (½ cup daily minimum)	5 cups/week (1 cup daily minimum)



# Fruit

## Breakfast and Lunch

- Fresh, frozen, canned in juice/light syrup, or dried fruit options
- Frozen fruit with added sugar allowed
- $\frac{1}{4}$  cup of dried fruit =  $\frac{1}{2}$  cup of fruit  
(Refer to Food Buying Guide for crediting)
- No more than half of fruit offerings may be in the form of juice 100% juice only

# Fruit – Juice Limit

No more than half of the fruit offerings may be in the form of juice for the week

(“offering” is the amount of fruit the child is able to select regardless of number of variety choices)



# Smoothies

- ❑ Milk and Fruit can be credited
- ❑ Yogurt may credit towards M/MA (only at breakfast)
- ❑ Pureed fruit = juice (juice limit)
- ❑ Type of milk must meet standards
- ❑ Fluid milk must also be offered to meet milk variety requirements
- ❑ Commercially prepared smoothies only credit toward fruit



# Vegetables

## Breakfast and Lunch

Breakfast	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Vegetables</b>	None required but may be substituted for fruits, but the first 2 cups/week must be from a subgroup other than starchy		

Lunch	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Vegetables (total )</b> -Weekly minimum	3¾ cups/week (¾ cup daily minimum)	3¾ cups/week (¾ cup daily minimum)	5 cups/week (1 cup daily minimum)
<i>Dark Green Subgroup</i>	½ cup/wk	½ cup/wk	½ cup/wk
<i>Red / Orange Subgroup</i>	¾ cup/wk	¾ cup/wk	1¼ cup/wk
<i>Legumes Subgroup</i>	½ cup/wk	½ cup/wk	½ cup/wk
<i>Starchy Subgroup</i>	½ cup/wk	½ cup/wk	½ cup/wk
<i>Other Subgroup</i>	½ cup/wk	½ cup/wk	¾ cup/wk.

# Vegetables

## Breakfast

	Grade K - 5	Grade 6 – 8	Grade 9 - 12
Vegetables	None required but may be substituted for fruits, but the first 2 cups/week must be from a subgroup other than starchy OR As an “EXTRA”		



½ cup vegetables = ½ cup fruit

OR



½ cup vegetables = Extra  
(no component but must include in dietary specifications)

# Vegetables

## Lunch

	Grade K - 5	Grade 6 – 8	Grade 9 - 12
<b>Vegetables (total )</b> -Weekly minimum	3¾ cups/week (¾ cup daily minimum)	3¾ cups/week (¾ cup daily minimum)	5 cups/week (1 cup daily minimum)
<i>Dark Green Subgroup</i>	½ cup/wk	½ cup/wk	½ cup/wk
<i>Red / Orange Subgroup</i>	¾ cup/wk	¾ cup/wk	1¼ cup/wk
<i>Legumes Subgroup</i>	½ cup/wk	½ cup/wk	½ cup/wk
<i>Starchy Subgroup</i>	½ cup/wk	½ cup/wk	½ cup/wk
<i>Other Subgroup</i>	½ cup/wk	½ cup/wk	¾ cup/wk.

# Vegetables

## Vegetables

### Dark Green

- ◆ Bok Choy
- ◆ Broccoli
- ◆ Chard
- ◆ Collard Greens
- ◆ Dark Green Leaf Lettuce
- ◆ Kale
- ◆ Mesclun
- ◆ Mustard Greens
- ◆ Romaine Lettuce
- ◆ Spinach
- ◆ Turnip Greens
- ◆ Watercress

### Legumes

- ◆ Black Beans
- ◆ Black-eyed Peas (mature)
- ◆ Edamame
- ◆ Garbanzo Beans (chickpeas)
- ◆ Kidney Beans
- ◆ Lentils
- ◆ Navy Beans
- ◆ Pinto Beans
- ◆ Soy Beans
- ◆ Split Peas
- ◆ White Beans

### Red / Orange

- ◆ Acorn Squash
- ◆ Butternut Squash
- ◆ Carrots
- ◆ Hubbard Squash
- ◆ Pumpkin
- ◆ Red Peppers
- ◆ Sweet Potatoes
- ◆ Tomatoes
- ◆ Tomato Juice

### Starchy

- ◆ Cassava
- ◆ Corn
- ◆ Black-eyed peas (not dry)
- ◆ Green Bananas
- ◆ Green Peas
- ◆ Green Lima Beans
- ◆ Jicama
- ◆ Plantains
- ◆ Potatoes
- ◆ Taro
- ◆ Water Chestnuts

### Other

- ◆ Artichokes
- ◆ Asparagus
- ◆ Avocado
- ◆ Bean Sprouts
- ◆ Beets
- ◆ Brussels Sprouts
- ◆ Cabbage
- ◆ Cauliflower
- ◆ Celery
- ◆ Cucumbers
- ◆ Eggplant
- ◆ Green Beans
- ◆ Green Bell Peppers
- ◆ Iceberg (Head) Lettuce
- ◆ Mushrooms
- ◆ Okra
- ◆ Onions
- ◆ Parsnips
- ◆ Peas (edible pods)
- ◆ Radish
- ◆ Turnips
- ◆ Wax Beans
- ◆ Zucchini



# Dietary Specifications

- Calories
- Sodium
- Saturated Fat
- Trans Fat

# Verifying you meet Meal Pattern

- ✓ Planned Menus
- ✓ Production Records
- ✓ Product Documentation
- ✓ Nutrient Information

# Product Documentation

What type of product documentation is required?

□ Food Buying Guide

□ USDA Fact Sheet

□ CN label OR Product Formulation Statement

□ Standardized Recipe with Meal Pattern Contribution

□ Ingredient List / Nutrition Facts

# Food Buying Guide

## Food Buying Guide

for Child Nutrition Programs



U.S. Department of Agriculture  
Food and Nutrition Service

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# USDA Fact Sheet



**USDA** United States Department of Agriculture  
Food and Nutrition Service



**USDA Foods Fact Sheet for Schools & Child Nutrition Institutions**  
Visit us at [www.fns.usda.gov/fdd](http://www.fns.usda.gov/fdd)

(last updated, 03-20-12)

## 100466 – OATS, ROLLED, QUICK, DRY, 3 LB

<b>CATEGORY</b>	<ul style="list-style-type: none"> <li>Grains/Breads</li> </ul>
<b>PRODUCT DESCRIPTION</b>	<ul style="list-style-type: none"> <li>Rolled oats, quick cooking. Unenriched.</li> </ul>
<b>PACK/YIELD</b>	<ul style="list-style-type: none"> <li>12/3 lb bags.</li> <li>One 3 lb bag AP yields about 18¾ cups dry, quick, rolled oats OR about 35½ cups cooked oats and provides about 142.8 ¼-cup servings cooked oats OR about 71.4 ½-cup servings cooked oats OR about 47.4 ¾-cup servings cooked oats.</li> <li>One lb AP yields about 6¼ cups dry, quick, rolled oats OR about 11⅞ cups cooked oats and provides about 47.6 ¼-cup servings cooked oats OR about 23.8 ½-cup servings cooked oats OR about 15.8 ¾-cup servings cooked oats.</li> <li>CN Crediting: ¼ cup cooked oats provides ¼ cup cooked cereal grain OR ½ cup cooked oats provides ½ cup cooked cereal grain OR ¾ cup cooked oats provides ¾ cup cooked cereal grain.</li> </ul>

## Nutrition Information

Oats, quick, unenriched, dry and cooked, no salt added

	½ cup dry (40 g)	½ cup cooked (117 g)
Calories	153	83
Protein	5.33 g	2.97 g
Carbohydrate	27.42 g	14.04 g
Dietary Fiber	4.1 g	2.0 g
Sugars	0.40 g	0.32 g
Total Fat	2.64 g	1.78 g
Saturated Fat	0.45 g	0.36 g
Trans Fat	0 g	0 g
Cholesterol	0 mg	0 mg
Iron	1.72 mg	1.05 mg
Calcium	21 mg	11 mg
Sodium	2 mg	5 mg

# Product Documentation

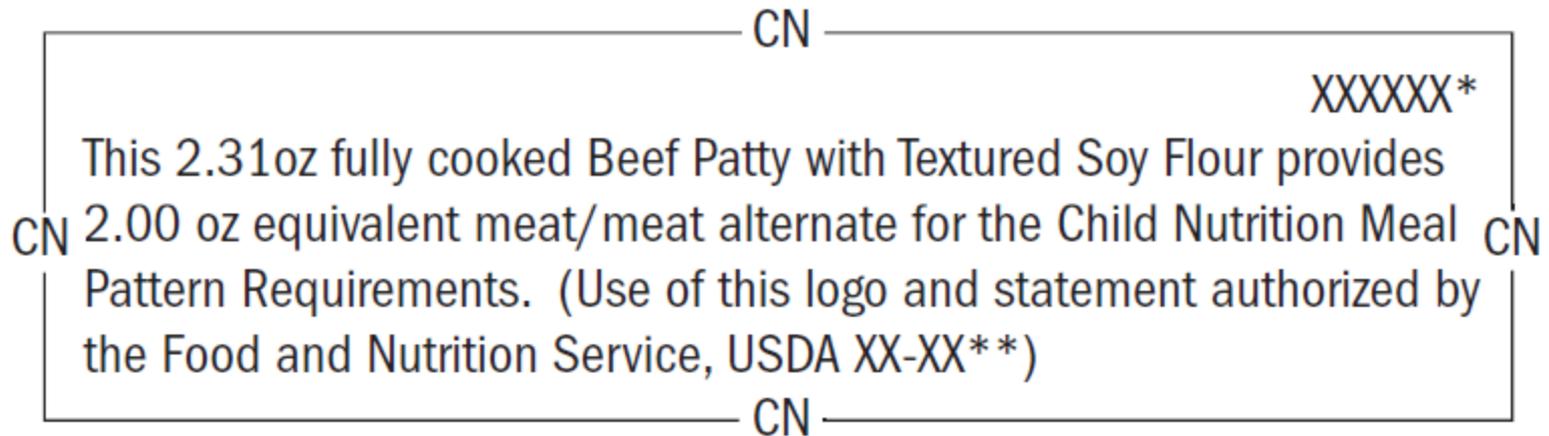
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# CN Labels

CN labels are only available for items that contribute to the meat/meat alternate component

*A sample CN logo:*



\* CN identification number

\*\* Month & Year of approval

# Product Documentation

- Ideally should be removed or copy taken from actual purchased product
- Expire 5 years from original approval date



**STICK  
R MIX  
COV**

Vegetable Oil  
TURKEY AND SOY PROTEIN LINK INGREDIENTS: Dark Turkey and Mechanically Separated Turkey  
Contains less than 2% of Vegetable Protein Product (Isolated Soy Protein, Magnesium  
Nicotinate, Ferrous Sulfate, Vitamin B12, Copper Gluconate, Vitamin A Palmitate  
Pyridoxine Hydrochloride, Thiamine Mononitrate, Riboflavin), Salt, Dextrose, Potassium  
Sulfate, Flavorings, Sodium Diacetate, Citric Acid, Sodium Nitrite.

06005E  
EACH 2.67 OZ. BATTER WRAPPED TURKEY AND SOY PROTEIN LINK  
PROVIDES 1 OZ. EQUIVALENT MEAT/MEAT ALTERNATE AND 1.0 SERVINGS  
OF BREAD ALTERNATE FOR CHILD NUTRITION MEAL PATTERN  
REQUIREMENTS (USE OF THIS LOGO AND STATEMENT AUTHORIZED BY THE  
FOOD AND NUTRITION SERVICE, USDA 02-04).

# CN Labels and Product Documentation

## Product Formulation Statement (PFS)

- Provides specific information about the product
  - Shows how the CN credit is obtained citing CN Program recourses and/or regulations
    - Signed
      - Manufacturers letterhead
- ( not acceptable to simply state the product provides a certain amount of “CN credit”)

# CN Labels and Product Documentation

## Product Formulation Statement (PFS)

### Sample Product Formulation Statement (Product Analysis) for Meat/Meat Alternate (M/MA) Products

Child Nutrition Program operators should include a copy of the label from the purchased product carton in addition to the following information on letterhead signed by an official company representative.

Product Name: \_\_\_\_\_ Code No.: \_\_\_\_\_

Manufacturer: \_\_\_\_\_ Case/Pack/Count/Portion/Size: \_\_\_\_\_

#### I. Meat/Meat Alternate

Please fill out the chart below to determine the creditable amount of Meat/Meat Alternate

Description of Creditable Ingredients per Food Buying Guide (FBG)	Ounces per Raw Portion of Creditable Ingredient	Multiply	FBG Yield/ Servings Per Unit	Creditable Amount *
		X		
		X		
		X		
<b>A. Total Creditable M/MA Amount<sup>1</sup></b>				

\*Creditable Amount - Multiply ounces per raw portion of creditable ingredient by the FBG Yield Information.

#### II. Alternate Protein Product (APP)

If the product contains APP, please fill out the chart below to determine the creditable amount of APP. If APP is used, you must provide documentation as described in Attachment A for each APP used.

Description of APP, manufacture's name, and code number	Ounces Dry APP Per Portion	Multiply	% of Protein As-Is*	Divide by 18**	Creditable Amount APP***
		X		+ by 18	
		X		+ by 18	
		X		+ by 18	
<b>B. Total Creditable APP Amount<sup>1</sup></b>					
<b>C. TOTAL CREDITABLE AMOUNT (A + B rounded down to nearest ¼ oz)</b>					

\*Percent of Protein As-Is is provided on the attached APP documentation.

\*\*18 is the percent of protein when fully hydrated.

\*\*\*Creditable amount of APP equals ounces of Dry APP multiplied by the percent of protein as-is divided by 18.

<sup>1</sup>Total Creditable Amount must be rounded down to the nearest 0.25oz (1.49 would round down to 1.25 oz meat equivalent). Do not round up. If you are crediting M/MA and APP, you do not need to round down in box A (Total Creditable M/MA Amount) until after you have added the Total Creditable APP Amount from box B to box C.

Total weight (per portion) of product as purchased \_\_\_\_\_

Total creditable amount of product (per portion) \_\_\_\_\_

(Reminder: Total creditable amount cannot count for more than the total weight of product.)

I certify that the above information is true and correct and that a \_\_\_\_\_ ounce serving of the above product (ready for serving) contains \_\_\_\_\_ ounces of equivalent meat/meat alternate when prepared according to directions.

# Product Documentation

What type of product documentation is required?

- ❑ Food Buying Guide
  - ❑ USDA Fact Sheet
  - ❑ CN label OR Product Formulation Statement
  - ❑ Standardized Recipe with Meal Pattern Contribution
  - ❑ Ingredient List / Nutrition Facts
- 

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# Production Records

What weighs more?

A pound of cheese

OR



# Production Records



# Production Records

Weight

≠

Measure

1 cup

=

> 3/4 cup



# Production Records

Weight

≠

Measure

4 oz

=

7/8 cup



# Production Records

## Child Nutrition

### Menu Planning and Meal Patterns Toolkit

Local education agencies are free to use the following resources.

#### Menu Planners

- [Menu Builder Supplement](#)
- [Menu Builder Tool](#)
- [Meal Pattern Promotion and Talking Points](#)
- [Breakfast Menu Planner](#)
- [Lunch Menu Planner All grade groups](#)
- [Lunch Menu Planner K-5](#)
- [Lunch Menu Planner 6-8](#)
- [Lunch Menu Planner 9-12](#)
- [Fruit and Vegetable Bar Planner](#)
- [7 day week \(legal size paper\)](#)

#### Sample Production Records

- [Lunch Production record \(1\)](#)
- [Lunch Production record \(2\)](#)
- [Lunch Production Record \(2\) with Temps](#)
- [Breakfast Production Record](#)
- [Breakfast Production Record with Temps](#)

#### Meal Pattern Contribution and Standardizing Recipes

- [Standardizing Recipe Components](#)
- [Figuring Meal Pattern Contribution](#)
- [Calculating Grains Contribution from a Recipe](#)
- [Exhibit A with Ranges](#)

School Nutrition Program  
Specialists (NSLP and SBP)

[Angela Ruiz](#), (360) 725-6212  
[Debra Calhoun](#), (509) 323-2751  
[Kari Lund](#), (425) 776-2955  
[Linsey LaPlant](#), (425) 917-7923  
[Pam Mahre](#), (509) 575-2412  
[Chuck Ziara](#), (360) 725 6222  
[Leanne Eko](#), (360) 725-0410  
[Paula Moll](#), (360) 725-4950  
[Melissa Hill](#), (360) 725-6220

[Map of NSLP Sponsors and Assigned Specialists](#)





# Identify Reimbursable Meal

“ Schools must identify near or at the beginning of the serving line(s) the food items that constitute the unit priced reimbursable meal”



Schools have discretion on how to identify these foods

# Offer vs Serve

**Breakfast**

and

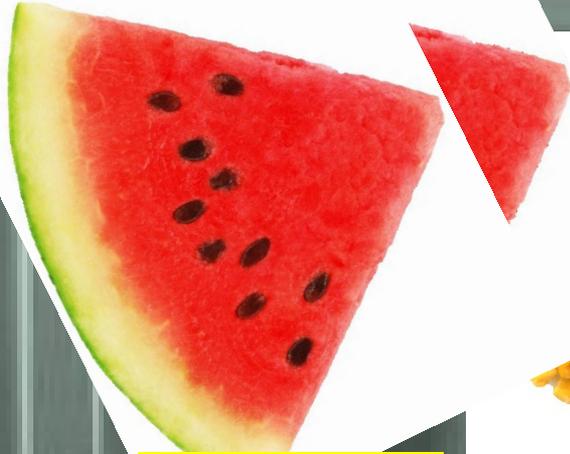
**Lunch**

# Offer vs Serve Lunch

## What's required in OVS?

- Must take at least 3 of 5 components
- Must take at least  $\frac{1}{2}$  cup serving of the fruit **OR** vegetable component
  - A mix of different fruits
  - A mix of different vegetables
  - A mix of fruits and vegetables

# Offer vs Serve - Lunch



1 cup fruit



1/2 cup veg.



1 cup milk



2 burritos = 2 grains

# Offer vs Serve - Lunch



# Offer vs Serve - Lunch



# Offer vs Serve - Lunch



# Offer vs Serve - Lunch



# Offer vs Serve - Breakfast

- Offer vs Serve is optional at Breakfast for all grade groups
- OVS works differently at Breakfast than it does at Lunch

# Offer vs Serve Counting Items

**The Menu Planner Decides how to count  
the items!**

Consider making all planned menus contain  
the same # of items!

# Resources

## Related Links

- > [Healthier School Day](#)
- > [School Breakfast Toolkit](#)
- > [Smart Snacks Product Calculator](#)
- > [Best Practices Sharing Center](#)
- > [Chefs Move to School](#)
- > [Farm to School](#)
- > [Fresh Fruit and Vegetable Program](#)
- > [Healthy, Hunger Free Kids Act](#)
- > [Local School Wellness Policies](#)
- > [MyPlate](#)
- > [School Meals](#)
- > [Team Nutrition](#)
- > [USDA Foods](#)

## Healthier School Day

Print

### Tools for Schools



Sodium

Whole Grain-Rich



materials to assist schools in meeting the new nutrition education curricula, or get ideas for your program.

Looking for MyPlate materials for kids?



## Print Copies of *Serving Up MyPlate: A Yummy Curriculum* Now Available

Team Nutrition is pleased to announce the availability of printed copies of *Serving Up MyPlate* classroom materials for grades 1-6.

Schools participating in the Child Nutrition programs may request the free printed Teacher's Guides, *Eat Smart To Play Hard With MyPlate* poster and mini-posters, and *MyPlate at Home* parent materials (in English, Spanish, Traditional Chinese, and French).

# Case studies

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- Shepherd's Grain, Debbie Danekas
- Fresh Nature Foods, Aaron Sweatt
- Q & A for Linsey, Aaron, Debbie

# Myth

---

- I'm too small to supply a school – they buy by the truckload

# Myth

---

- The liability insurance would be cost prohibitive

# Myth

---

- Only GAP certified growers can sell to schools

# Food Safety Landscape

- Customer Safety
- Market Requirements
- Risk Management
- Food Safety Modernization Act (FSMA)



# Why consider food safety?



- Meet requirements of a particular buyer
- Enter a new market that requires food safety certifications
- Protect farm, customers and workers from microbial contamination
- Have plan in place to avoid having to recall all products and prevent against revenue loss
- Prepare for upcoming FDA Produce Safety rules (FSMA)



# Good Agricultural Practices (GAP) Good Handling Practices (GHP)

- Voluntary food safety audit
- To minimize the risks of microbial food safety hazards
- For fruit and vegetable farmers



# Bridging the GAPS



## How to Use this Guide

### Bridging the GAPS

#### Opening Markets for Small, Mid-sized, and Diversified Farms



#### Project Background

This guide is part of Washington State Department of Agriculture's Bridging the GAPS project, which seeks to facilitate best practices for on-farm food safety by developing education and outreach services in support of Good Agricultural Practices (GAP) and Good Handling Practices (GHP). The project provides technical assistance to farms preparing for United States Department of Agriculture (USDA) GAP/GHP audits, as well as for farms simply seeking best on-farm food safety practices without the intention of being audited. Washington State Department of Agriculture (WSDA) staff saw the need for this proj-

WSDA GAP auditors and educators have spent extensive time at farm-walks on small, diversified farms in order to clarify how to manage these farms for GAPs implementation and audit.

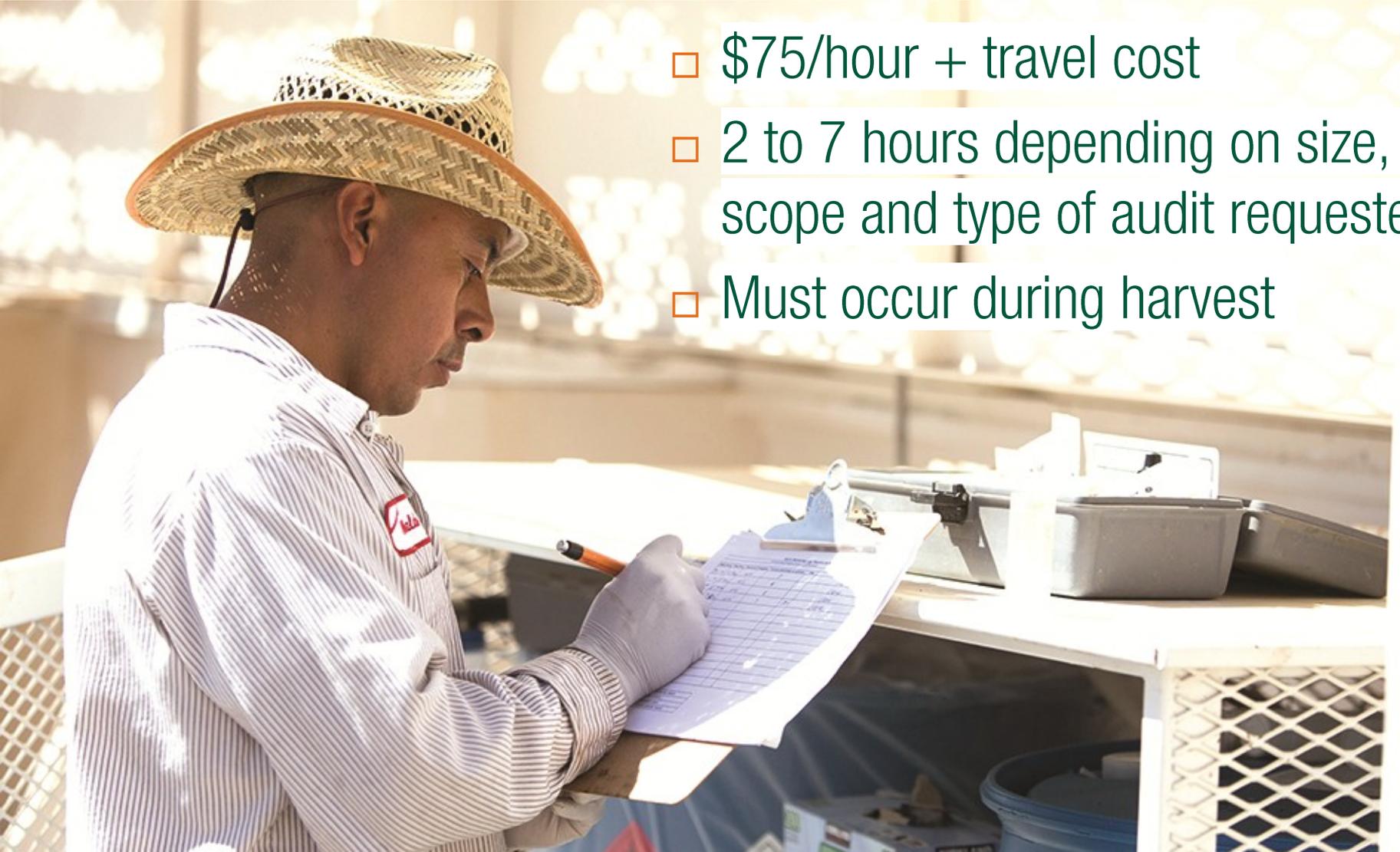
"I wish I'd been able to go to an on-farm workshop like this one when I was writing our farm's first food safety plan. I was overwhelmed with information and the markets demanded certification. I created a plan that worked, but having support like this would have been really helpful."

David Young,  
Food Safety Coordinator,  
Imperial's Garden,  
Wapato, WA



# Audit Details

- \$75/hour + travel cost
- 2 to 7 hours depending on size, scope and type of audit requested
- Must occur during harvest



**USDA**

**Audit Verification Program**

**USDA GAP/GHP**

**Produce GAP Harmonized Audits**

# FSMA

## Food Safety Modernization Act

- The FDA Food Safety Modernization Act (FSMA) was signed into law by President Obama on January 4, 2011. It aims to ensure the U.S. food supply is safe by shifting the focus of federal regulators from responding to contamination to preventing it.

# GAP audits 2002-2014

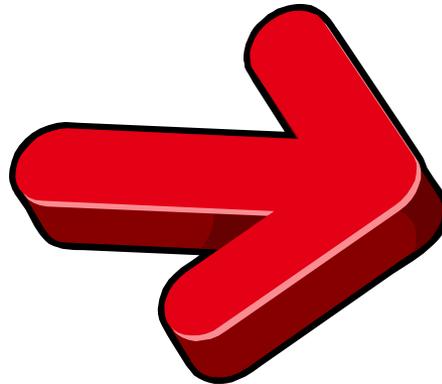
2002-2004	- 14 audits representing	1,613 acres
2005-	8 audits representing	10,188 acres
2006-	16 audits representing	33,238 acres
2007-	97 audits representing	128,247 acres
2008-	107 audits representing	124,055 acres
2009-	148 audits representing	151,248 acres
2010-	166 audits representing	153,056 acres
2011-	165 audits representing	171,205 acres
2012-	227* audits representing	178,184 acres
2013-	326* audits representing	253,242 acres
2014-	308* audits representing	194,035 acres

\* Includes the USDA GAP and Produce GAP Harmonized audits

2012- State of Washington was 2nd in the nation in total audits

# USDA GAP & GHP Program

- General Questions thru Part 4 covers entire production chain “farm to fork”. These sections cover un-intentional means of possible contamination of product



# Audit Checklist

Questions		Points	YES	NO	N/A	Doc
P-1	A documented food safety program that incorporates GAP and/or GHP has been implemented.					D
P-2	The operation has designated someone to implement and oversee an established food safety program. Name _____					D

## Traceability

Questions		Points	YES	NO	N/A	Doc
G-1	A documented traceability program has been established.	15				D
G-2	The operation has performed a “mock recall” that was proven to be effective.	10				R

## Worker Health & Hygiene

Questions		Points	YES	NO	N/A	Doc
G-3	Potable water is available to all workers.	10				R
G-4	All employees and all visitors to the location are required to follow proper sanitation and hygiene practices.	10				P
G-5	Training on proper sanitation and hygiene practices is provided to all staff.	15				D
G-6	Employees and visitors are following good hygiene/sanitation practices.	15				
G-7	Employees are washing their hands before beginning or returning to work.	15				
G-8	Readily understandable signs are posted to instruct employees to wash their hands before beginning or returning to work.	10				
G-9	All toilet/restroom/field sanitation facilities are clean. They are properly supplied with single use towels, toilet paper, and hand soap or antibacterial soap and potable water for hand washing.	15				

# Audit Checklist

Name of Auditee:		0					
Date of Audit:		1/0/1900					
Q #	Requirement	DOC	C	CAN	IAR	NA	Auditor Comments
<b>1</b>	<b>General Questions</b>						
<b>1.1</b>	<b>Management Responsibility</b>						
1.1.1.	A food safety policy shall be in place.	WP					
1.1.2.	Management has designated individual(s) with roles and responsibilities for food safety functions.	WP					
1.1.3.	There is a disciplinary policy for food safety violations.						
<b>1.2</b>	<b>Food Safety Plan or Risk Assessment</b>						
1.2.1.	There shall be a written Food Safety Plan. The plan shall cover the operation. The operation and products covered shall be defined.	WP					
1.2.2.	The Food Safety Plan shall be reviewed at least annually.	R					
<b>1.3</b>	<b>Raw Material Sourcing</b>						
1.3.1.	Operation has an Approved Supplier program for all incoming materials, including packaging.	WP					

# General Questions



Mandatory component of all audits and covers the following;

- Documented Traceback program/Mock Recall
- Covers employee & visitor hygienic practices
- Training of employees
- Sanitation of farm/facility
- Drinking Water
- Applying regulated-  
Non-regulated materials.



# Good Agricultural Practices Scopes

## ■ Part 1 - Farm Review

- Irrigation Water
- Manure
- Animal/Wildlife
- Previous Land Use
- Traceability to each production area



# Good Agricultural Practices Scopes

- Part 2 - Field Harvest and Field Packing
  - Pre-harvest assessment of crop production areas
  - Field Sanitation
  - Field Harvesting and Transportation
  - Traceability for product moving from field



# Good Handling Practices Scopes

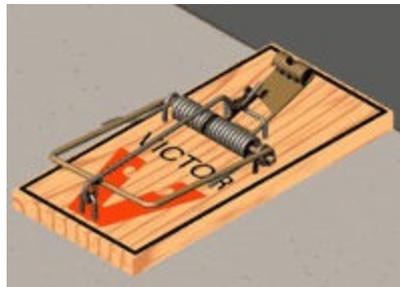
- Part 3 - House Packing Facility
  - Water use
  - Packing Line Operation
  - General Sanitation
  - Traceability of incoming/out going product



# Good Handling Practices Scopes

## ■ Part 4 - Storage and Transportation

- Containers and Pallets
- Pest Control
- Temperature Control
- Transportation/Loading
- Traceability of incoming product and destination of out going product



# Traceback for Wholesale Center

## Part 6

- ❑ Track produce containers from the farm, to the packer, distributor, and retailer
- ❑ Should indicate date of harvest, farm identification, and who handled the produce



# Preventive Food Defense Procedure



## Part-7

- Based on the U.S. FDA's Food Producers, Processors, and Transporters: Food Security Preventive Measures Guidance for Industry
- Audit-based
  - ▣ Included as part of GAP & GHP audit; or Food Defense section only



# http://agr.wa.gov/Inspection/GAPGHP/

Washington State Department of Agriculture  
WSDA

Home / inspection / gapghp / 44 YOU ARE HERE

Page updated/verified: Mar 19, 2015

## Bridging The GAPS

*Opening Markets for Small, Mid-Sized, and Diversified Farms through GAP/GHP Education for Farmers and Auditors*

WSDA's Bridging the GAPS project aims to improve food safety by providing education, information and technical assistance relating to on-farm food safety for small, mid-sized and diversified fruit and vegetable farms.

The project is designed to support growers in their efforts to meet current voluntary food safety standards and prepare for the upcoming FDA Produce Safety Rule. All resources and workshops are based on the USDA Good Agricultural Practices (GAP)/Good Handling Practices (GHP), and resources will be developed to share FDA Produce Safety Rule standards once they are finalized at the federal level.

The Bridging the GAPS project is conducted by the Education and Outreach team in the WSDA Office of Compliance and Outreach in partnership with WSDA's Good Agricultural Practices (GAP)/Good Handling Practices (GHP) auditor team in the WSDA Fruit and Vegetable Inspection Program.

### Key Current Resources

- Bridging the GAPS Farm [Guide](#) [PDF 18.57 MB]
- GAP, FSMA, and On-Farm Food Safety [Planning](#) [External Link]
- USDA GAP and GHP [Checklist](#) [External Link]
- GAP/GHP Audit Request [Form](#) [PDF 85.8 KB] and [Online Auditoria Formulario](#)

### Current Resources

- 2014 Small Farm and Direct Marketing [Handbook](#) [PDF 7.44 MB] or [full version](#) [PDF 4 MB]
- [WSDA Bridging the GAPS Q&A](#)
- [WSDA's Featured Videos](#)
- [Buenas Prácticas agrícolas \(GPA, por sus siglas en inglés\)](#) [External Link]

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You are here: [Home](#) / [Grading, Certification and Verification](#)

## Grading, Certification and Verification

### Fresh Produce Audit Verification Program

With the increasing focus on good agricultural practices to verify that farms are producing fruits and vegetables in the safest manner possible, third party audits are being utilized by the retail and food service industry to verify their suppliers are in conformance to specific agricultural best practices. Since 1999, the Agricultural Marketing Service has been actively involved with the produce industry offering auditing services throughout the food chain to verify that best practices are being followed.

AMS, in partnership with state departments of agriculture, offers a voluntary, audit based program that verifies adherence to the recommendations made in the Food and Drug Administration's [Guide to Minimize Microbial Food Safety Hazards for Fresh Fruits and Vegetables](#).

The Good Agricultural Practices and Good Handling Practices Audit Verification Program is broken down into three major sections: Good Agricultural Practices which examines farm practices; Good Handling Practices which concentrates on packing facilities, storage facilities and wholesale distribution centers; and Food Defense protocols utilized throughout the food chain. In addition to this program, AMS provides oversight for the Leafy Green Marketing Agreements in effect in California and Arizona, along with the California Tomato Growers Cooperative, each with specific best practices criteria that their members can be audited against.

#### List of Participating Companies arranged:

- [By State](#)
- [By Commodity](#)

#### Resources

- [USDA Audit Checklist \(PDF\)](#)
- [USDA Audit Score Sheet \(PDF\)](#)
- [Client Checklist \(PDF\)](#)
- [Client Scoresheet \(PDF\)](#)
- [Sliced Apple Audit Specification \(PDF\)](#)

#### Media Help

- [Download Adobe Acrobat](#)

Website lists farms & facilities that have successfully passed an audit. It is broken down by state and commodity.

# Requesting an Audit or information



Contact your state inspection office-

Yakima- 509-249-6900

Wenatchee-509- 662-6161

or

Go to Fruit &Vegetable inspection

at- [agr.wa.gov](http://agr.wa.gov)

or

USDA SCI Division

in Washington DC

202-720-5021

or

Steve Sessa – 559-903-3427

**Thank you!**

***Questions?***

[www.ams.usda.gov/fv](http://www.ams.usda.gov/fv)



# Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses

## USDA Pilot Project for the Procurement of Unprocessed Fruits and Vegetables



*AMS Commodity Procurement: Together We're Making a Difference-  
American Agriculture for the American People*

[www.ams.usda.gov/commoditypurchasing](http://www.ams.usda.gov/commoditypurchasing)

# Introduction- USDA Foods

## Section 32 of the Act of August 24, 1935

- Funds first provided to purchase and distribute **American agricultural food products**

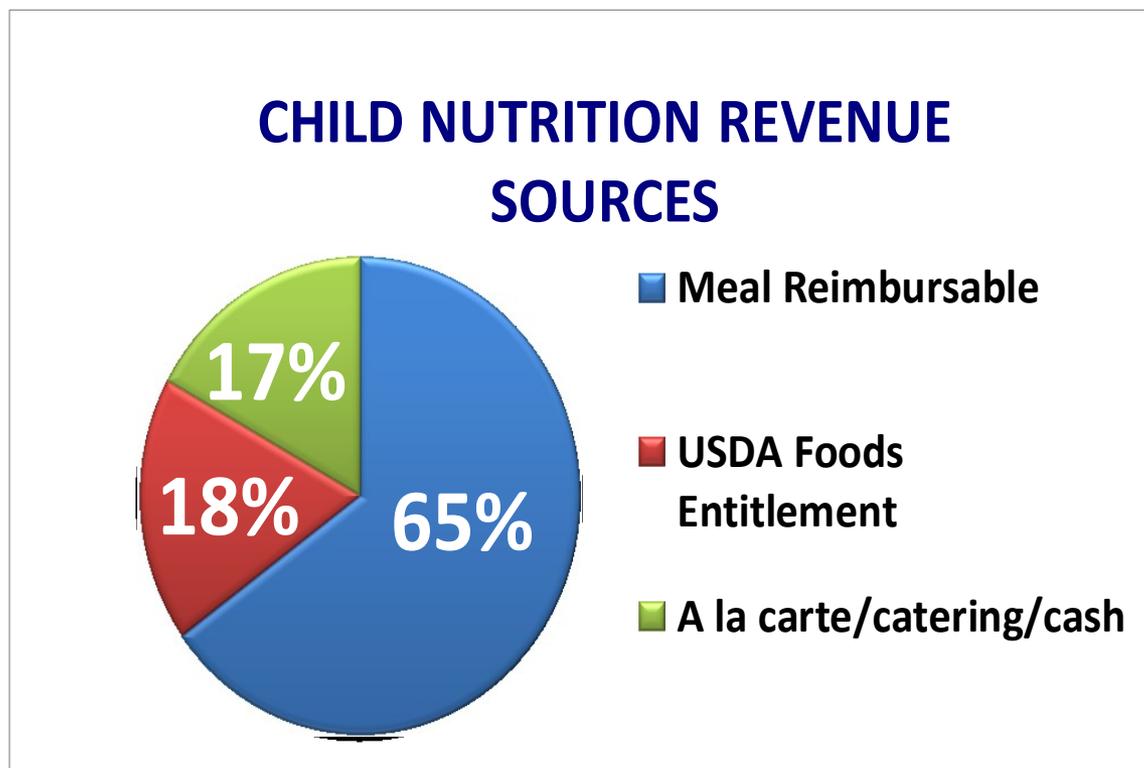
## National School Lunch Act of 1946

*“as a matter of national security, and to safeguard the health and well being of the nation’s children, and to expand the market with nutritious [US] agricultural commodities, the school lunch program is established...”*

## Commodity (USDA Foods) Entitlement

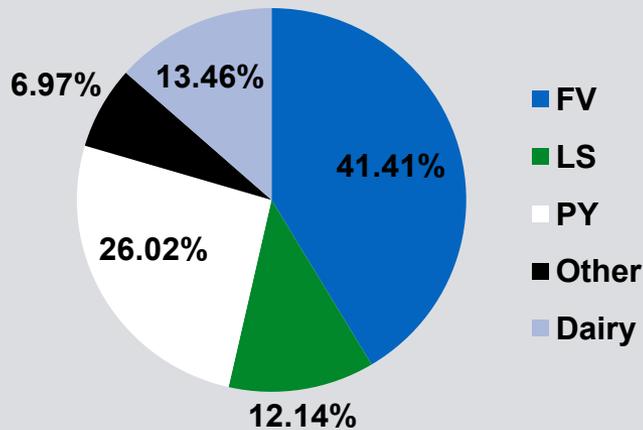
- Dollar amount for each State
- **USDA makes purchases against the entitlement**

# USDA Foods A BIG Part of the Meal

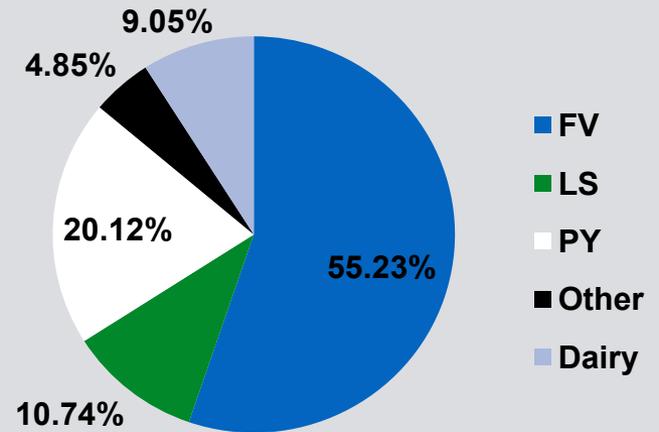


# USDA Foods: NSLP Order Trends

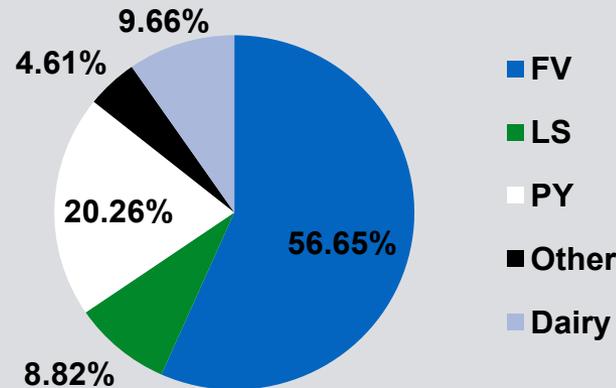
FY 2012 Pounds Purchased



FY 2013 Pounds Purchased



FY 2014 Pounds Purchased



# The Agricultural Act of 2014 (Farm Bill)

**Provide flexibility for using USDA Foods entitlement dollars for the procurement of unprocessed fruits and vegetables (includes fresh cut, dried, and frozen)**

- Use of existing supply chains
- Allow geographic preference (aka “local”)

## **USDA Offices/Roles:**

- **Food and Nutrition Service (FNS):** support State- and lower- level procurement agencies; pilot project reporting
- **Agricultural Marketing Service:** maintain eligible vendors list; manage invoice/payment

## **Selected States: CA, CT, MI, NY, OR, VA, WA, WI**

Based on dedication to farm-to-school, quantity and variety of growers in the state, and diversity of participating SFAs

## **Timeline:**

Starts School Year (SY) 2014-2015; **continue in SY2015-2016** with no end date identified

# Why Participate?

- Support the growing demand for fresh products from your school foodservice customers
  - Develop connections with Food Nutrition Directors and Food Service Staff within your local school district
  - Build a foundation for future business relationships
- Market your products/services to schools and students (and families)
  - Access a stable market with high-volume demand
  - Opportunity to build or broaden your customer base
  - Show support your community and improve childhood nutrition
- Feature your company as a USDA-approved, “eligible vendor” for the Pilot Project for the Procurement of Unprocessed Fruits and Vegetables

# Pilot Process

**VENDOR ELIGIBILITY REQUIREMENTS:** VENDOR SUBMITS APPLICATION AND IS PLACED ON THE AMS ELIGIBLE VENDOR LIST FOR THE PILOT



**CONTRACTING:** STATES/SCHOOLS FOLLOW USDA/FNS PROCUREMENT PROCEDURES



**TRANSACTION:** STATES/SCHOOLS COORDINATE WITH VENDOR FOR DELIVERY, PER THEIR CONTRACT



**INVOICE/PAYMENT:** ONCE DELIVERY IS MADE, VENDOR SUBMITS INVOICE DIRECTLY TO USDA, AMS FOR PAYMENT



**REPORTING:** AMS PROVIDES INVOICE PAID REPORT TO STATES AND FNS; STATES PROVIDE SFA REPORTS TO USDA. → RECONCILIATION

USDA United States Department of Agriculture Agricultural Marketing Service

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You are here: Home / Commodity Purchasing

## Commodity Purchasing

### AMS Commodity Procurement

#### Overview

The U.S. Department of Agriculture, Agricultural Marketing Service (AMS) purchases a variety of domestically produced and processed commodity food products, through a competitive process among approved vendors. These purchase activities support American agriculture by providing an outlet for surplus products and encouraging domestic consumption of domestic foods. The wholesome, high quality products, collectively called USDA Foods, are delivered to schools, food banks, and households in communities across the country and are a vital component of our nation's food safety net.

**\*Subscribe to AMS CP NEWS (link)\* (More Info)**

#### Interested in USDA's Pilot Project for the Procurement of Unprocessed Fruits and Vegetables? Visit the AMS webpage to learn more: Pilot Project Webpage

#### What's New

- January 22, 2015 - Notice to the Trade (AMS, LPS): Vendor Outreach Webinar Series: Selling to AMS- Seeking Diverse Suppliers for USDA Purchase Programs (PDF)

#### Resources

- CP Staff Key Contacts (PDF)
- Annual Industry Meeting
- Meat and Aquatic Eligible Suppliers List (PDF)
- Fruit and Vegetable Eligible Suppliers List (PDF)
- Poultry and Egg Eligible Suppliers List (PDF)
- Pilot Project Eligible Vendor List (Excel)**

More..

#### Useful Links

- Food and Nutrition

[www.ams.usda.gov/commoditypurchasing](http://www.ams.usda.gov/commoditypurchasing)

COMING SOON!  
WEBINAR  
RECORDING:  
"VENDOR ELIGIBILITY  
REQUIREMENTS"

#### Vegetables (PDF)

To receive email updates from AMS, [subscribe to AMS CP News \(link\)](#) and select **"Unprocessed FV Pilot Project."**

For information about State and School Food Authority participation in the pilot project, visit the [FNS website](#).

#### Vendor Eligibility

Companies interested in being placed on the Pilot Project Eligible Vendor List should review the eligibility requirements before contacting AMS Commodity Procurement Staff. Please note that vendor eligibility for participation in this pilot project does not constitute approval to participate in other AMS' commodity purchase programs (AMS solicitations and contract awards).

- [NEW Vendor Eligibility Requirements \(UPDATED February 2015\)](#)
- [Vendor Eligibility Requirements \(UPDATED 01/09/2015\)](#)
- [Vendor Application Forms \(Attachments A-D\) \(PDF\) \(UPDATED 01/09/2015\)](#)
- [WBCSM Vendor Registration Form \(PDF\)](#)

AMS maintains the list of "eligible vendors" from which participating states and schools may procure products under the pilot project:

- [Eligible Vendor List for the Pilot Project for Procurement of Unprocessed Fruits and Vegetables \(Excel\)](#)

#### Vendor Payment

In order to receive payment of delivered unprocessed fruits and vegetables, the eligible vendor must fill out and submit the [Vendor/SDA Reporting Template](#) (in Microsoft Excel format), to [FVPilotProject@ams.usda.gov](mailto:FVPilotProject@ams.usda.gov).

#### Additional Resources for Interested Vendors

- [USDA, AMS, FV: Good Agricultural Practices and Good Handling Practices Audit Verification Program \(link\)](#)
- [USDA, AMS, FV Plant Systems Audits \(link\)](#)
- [Global Food Safety Initiative \(link\)](#)
- [FDA Food Defense Resources \(link\)](#)
- [SAM \(System for Award Management\) \(link\)](#)
- [List of Participating State Agency Contacts \(PDF\)](#)

# Vendor Requirements

1. **Application Form (Attachment A)**
2. **Self-Certification Form (Attachment B)** Comply with federal laws
3. **Domestic Origin Certification Form (Attachment C)** All products covered by this pilot program must be of domestic origin.
4. **Product Segregation Plan**, if handling non-domestic product
5. **Food Safety Audit Certification**
  - USDA-AMS Specialty Crops Inspection Division , or
  - Global Food Safety Initiative (GFSI) recognized audit :
    - ✓ Good Agricultural Practices (GAP),
    - ✓ Good Manufacturing Practices (GMP),
    - ✓ Hazard Analysis Critical Control Point (HACCP),
    - ✓ Food Defense.
6. **List of Suppliers and Subcontractors (Attachment D)** Include for each:
  - **Food Safety Audit Certification**
  - **Product(s) supplied**
7. **If supplying fresh-cut fruits and/or vegetables submit:**
  - Hazard Analysis Critical Control Point (HACCP) Plan, which must include:
    - ✓ End Product (finished packaged product microbiological) testing for
    - ✓ Total Aerobic Plate Count (TPC), E.coli, Listeria, and Salmonella, and
    - ✓ Testing of the antioxidant solution for TPC, E. coli, and Listeria.

# Agricultural Marketing Service

# Vendor Requirements/Documents

	Grower	Distributor/Wholesaler/ Food Hub Does Repack or Otherwise Handle Fresh Produce	Distributor/Wholesaler/Food Hub- Does NOT Repack or Otherwise Handle Fresh Produce	Processor (Dried or Frozen)	Fresh-Cut
WBSCM Vendor Registration Form	X	X	X	X	X
Application Form (Attachment A)	X	X	X	X	X
Self-Certification Form (Attachment B)	X	X	X	X	X
Domestic Origin Certification Form (Attachment C) All products for this program must be grown and produced in the U.S.	X	X	X	X	X
List of Suppliers and Subcontractors (Attachment D) Include for each , as appropriate: - Food Safety Audit Certification - Product(s) supplied		X	X	X	X
Product Segregation Plan, If also handling non-domestic product Product		X	X	X	X
<b>Food Safety Audit Certification (USDA or Global Food Safety Initiative (GFSI Recognized GAP, GMP, and HACCP Audit Certifications)</b>	<b>Good Agricultural Practices (GAP) or USDA Harmonized GAP</b>	<b>Good Manufacturing Practices (GMP) or USDA Good Handling Practices (GHP), Plant Survey or Plant Systems Audit must include Food Defense</b>	<b>Signed statement certifying that vendor meets GHP/GMP, and has been audited (audit can be other than USDA or GFSI recognized) Must have Food Defense Audit benchmarked by GFSI or USDA</b>	<b>Good Manufacturing Practices (GMP) or USDA Plant Survey or Plant Systems Audit must include Food Defense</b>	<b>Good Manufacturing Practices (GMP) or USDA Qualified Through Verification (QTV) must include Food Defense</b>
Hazard Analysis Critical Control Point (HACCP) Plan for Fresh-cut Products must include: End Product Testing for Total Aerobic Plate Count, E.coli, Listeria, and Salmonella					X

# Vendor Applications

**The application forms and supporting documentation shall be submitted**

**Electronically to:**  
**[FVPilotProject@ams.usda.gov](mailto:FVPilotProject@ams.usda.gov)**

Fax to:  
202-720-5871

Fed-Ex to:  
USDA, AMS Commodity Procurement Staff  
1400 Independence Avenue, SW, S-0239;  
Washington, D.C. 20250-0239

# Transactions

## 1) Contracting: State- or lower-level procurement.

- Contracted vendor must be on the USDA Eligible Vendor List
- **No federal contract**
- State- or lower-level procurement may include “geographic preference”

## 2) Delivery/Distribution:

- Different Scenarios (producer direct, via distributor, other?)

## 3) Invoice: Contracted (Eligible) Vendor Invoices USDA Directly

- Must be registered in System for Award Management ([www.SAM.gov](http://www.SAM.gov))
- Must submit a WBSCM Registration Form
- Sends [Vendor/SDA Reporting Template](#) to [FVPilotProject@ams.usda.gov](mailto:FVPilotProject@ams.usda.gov)

## 4) Payment:

- Via EFT directly to the bank listed in SAM
- Payment terms: net 10 days from submission of complete and accurate report to AMS.

# Contacts

## USDA, AMS

### Commodity Procurement Staff (AMS-CPS)

Casey Wong-Buehler, FV Team Lead  
[Casey.Wong-Buehler@ams.usda.gov](mailto:Casey.Wong-Buehler@ams.usda.gov)  
(202) 720-7106

## USDA, FNS

### Food Distribution Division (FNS-FDD)

Carolyn Smalkowski  
[Carolyn.Smalkowski@fns.usda.gov](mailto:Carolyn.Smalkowski@fns.usda.gov)  
703-305-2674  
Christina Conell  
[Christina.Conell@fns.usda.gov](mailto:Christina.Conell@fns.usda.gov)  
415-705-1353

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School and Community Engagement

Farm to Preschool

Promotion and Education Materials

In the News

## The Pilot Project for Procurement of Fresh Fruits and Vegetables

Washington State is one of eight states selected to participate in the Pilot Project for Procurement of Unprocessed Fruits and Vegetables, as directed by the Agricultural Act of 2014, also known as the Farm Bill. The pilot enables school districts to use their USDA entitlement funds to purchase locally-grown unprocessed fruits and vegetables. Through this pilot Washington State hopes to strengthen current school-vendor relationships and broaden the diversity of vendors selling to schools. The pilot will begin in February 2015 and continue into the 2016 school year.

### For Schools:

Approximately 20 school districts have been selected to participate in the pilot project. These schools will be able to use their entitlement dollars to purchase 'unprocessed' fruits and vegetables. This includes produce that has been sliced, diced, chopped, washed, frozen or dried. However, it cannot be foods that have been heat-treated for processing such as canning or pickling. OSPI and WSDA's farm to school team are available to help school districts connect with local vendors and navigate procurement procedures. Schools interested in better understanding the rules and regulations regarding local purchasing should review WSDA's publication, "[A School's Guide to Purchasing Washington Grown Food](#)".

A list of participating school districts (coming soon!)

### For Vendors:

The pilot project offers new and current vendors greater access to school markets. It encourages schools to broaden their vendor list and helps farmers develop relationships with their local school district and food nutrition staff. The pilot intends to build business partnerships that will sustain future sales.

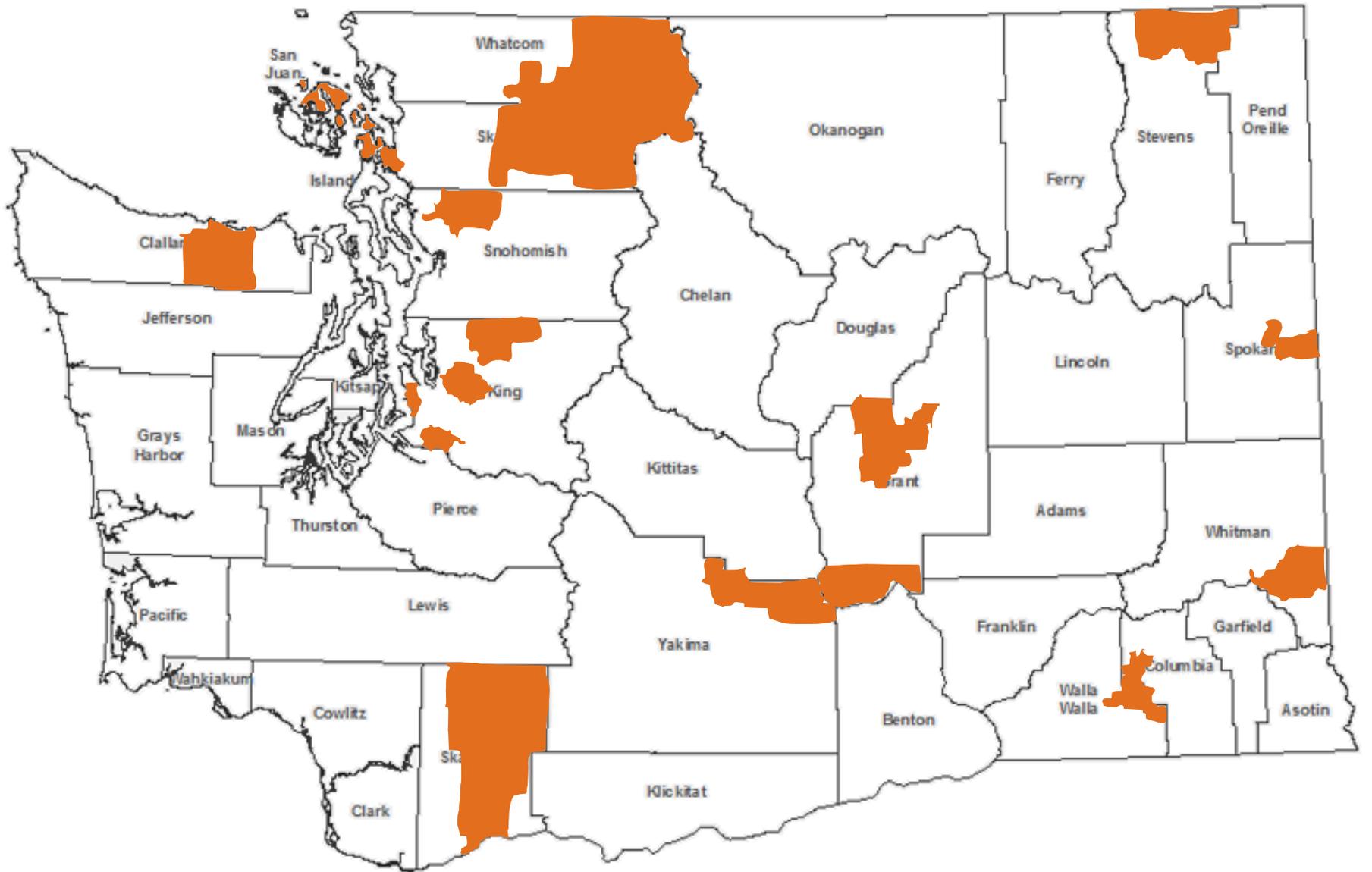
Interested vendors will need to satisfy standards established by USDA's Agricultural Services Marketing team to ensure each vendor is equipped with mandatory requirements such as a food safety plan, product liability insurance and a food safety audit certification. Click the image below to see if you should apply!

**QUICK ELIGIBILITY CHECK** [mandatory documents for those considering application](#)



# Which WA school districts are participating?





# Participating School Districts

	School District	County
1	Anacortes SD	Skagit
2	Arlington Public Schools	Snohomish
3	Auburn SD	King
4	Central Valley SD	Spokane
5	Concrete SD	Skagit/Whatcom
6	Ephrata SD	Grant
7	Highline Public Schools	King (Burien)
8	Issaquah SD	King
9	La Conner SD	Skagit
10	Northport SD	Stevens
11	Port Angeles SD	Clallam
12	Pullman SD # 267	Whitman
13	Riverview SD	King
14	San Juan Island SD	San Juan
15	Selah SD	Yakima
16	Stevenson-Carson SD	Skamania
17	Wahluke SD	Grant
18	Waitsburg SD	Walla Walla
19	West Valley SD #363	Spokane

# Schools Top 10 Purchases

## *Minimally processed fruits & vegetables*

1. Lettuce
2. Broccoli
3. Carrots
4. Salad Mix
5. Apples
6. Corn
7. Peas
8. Strawberries
9. Cauliflower
10. Blueberries



# For more information

- WSDA Bridging the GAPs Farm Guide:  
[agr.wa.gov/inspection/GAPGHP](http://agr.wa.gov/inspection/GAPGHP)
- USDA Pilot Project for Procurement of Unprocessed Fruits & Vegetables  
[wafarmtoschool.org/page/102/procurementpilot](http://wafarmtoschool.org/page/102/procurementpilot)
- Farm Wisdom Educational Videos  
<http://agr.wa.gov/Marketing/SmallFarm/managerisk.aspx>
- WSDA Farm to School Statewide Summit  
<http://www.wafarmtoschool.org/Page/101/waf2sconf2015>

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