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

1. Impacting childhood health and nutrition - 85%
2. Raising public awareness about food and farming - 83%
3. Strengthening community relationships - 78%
4. Increasing sales within a shorter delivery distance - 54%
5. Access to a predictable market - 53%
Why Farm to School?

[Diagram showing the years 2000 to 2014 with bars indicating school districts. Each bar represents one school district.]
Why Farm to School?

Bringing the farm to school

<table>
<thead>
<tr>
<th>4,322</th>
<th>40,328</th>
<th>23,513,237</th>
</tr>
</thead>
<tbody>
<tr>
<td>districts</td>
<td>schools</td>
<td>children</td>
</tr>
</tbody>
</table>

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?
I’m too small a producer to supply a school
Myth

- The liability insurance would be cost prohibitive
Myth

- Only GAP certified growers can sell to schools
Implementing New Meal Patterns

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

KEEP CALM AND EAT SCHOOL LUNCH
# Meal Pattern Charts

## School Breakfast Meal Pattern

<table>
<thead>
<tr>
<th>Food Components</th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milk</td>
<td>5 cups/week (1 cup daily)</td>
<td>5 cups/week (1 cup daily)</td>
<td>5 cups/week (1 cup daily)</td>
</tr>
<tr>
<td>Meat or Meat Alternates</td>
<td>8 oz equivalent/week (1 oz daily minimum)</td>
<td>9 oz equivalent/week (1 oz daily minimum)</td>
<td>10 oz equivalent/week (2 oz daily minimum)</td>
</tr>
<tr>
<td>Vegetables (total)</td>
<td>3⅓ cups/week (⅛ cup daily minimum)</td>
<td>3⅓ cups/week (⅛ cup daily minimum)</td>
<td>5 cups/week (1 cup daily)</td>
</tr>
<tr>
<td><em>Dark Green Subgroup</em></td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td><em>Red / Orange Subgroup</em></td>
<td>¾ cup/wk</td>
<td>¾ cup/wk</td>
<td>1⅓ cup/wk</td>
</tr>
<tr>
<td><em>Legumes Subgroup</em></td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td><em>Starchy Subgroup</em></td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td><em>Other Subgroup</em></td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td>Fruits</td>
<td>2½ cups/week (⅛ cup daily minimum)</td>
<td>2½ cups/week (⅛ cup daily minimum)</td>
<td>5 cups/week (1 cup daily)</td>
</tr>
<tr>
<td>Grains / Breads</td>
<td>8 oz equivalent/week (1 oz daily minimum)</td>
<td>8 oz equivalent/week (1 oz daily minimum)</td>
<td>10 oz equivalent/week (2 oz daily minimum)</td>
</tr>
</tbody>
</table>
# Milk

## Breakfast and Lunch

<table>
<thead>
<tr>
<th>Food Components</th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milk</td>
<td>5 cups/week (1 cup daily)</td>
<td>5 cups/week (1 cup daily)</td>
<td>5 cups/week (1 cup daily)</td>
</tr>
</tbody>
</table>

- **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

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

### Lunch

<table>
<thead>
<tr>
<th>Food Components</th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grains / Breads</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Daily / Weekly minimum</td>
<td>8 oz eq/week</td>
<td>8 oz eq/week</td>
<td>10 oz eq/week</td>
</tr>
<tr>
<td>- All whole grain rich</td>
<td>(1 oz daily min)</td>
<td>(1 oz daily min)</td>
<td>(2 oz daily min)</td>
</tr>
</tbody>
</table>
Whole Grain Resource for the National School Lunch and School Breakfast Programs

A Guide to Meeting the Whole Grain-Rich Criteria
Grains / Breads

Breakfast
Grades K–5: 7 oz 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

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

Is the product Whole Grain Rich?
- Grain content is ≥ 50% whole grain by weight
- Contains ≥ 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 other chronic diseases.”
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.
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)
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 oz + 1.0 oz = 0.9 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

< ¼ oz eq = Do Not Count
Add grains together and then round down
Always round down for oz eq to the ¼ 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
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 ALUMINUM PHOSPHATE, MONOCALCIUM PHOSPHATE)
Natom with non-whole grain noodle served with whole grain rich roll?
**Meat or Meat Alternate**

### Breakfast

<table>
<thead>
<tr>
<th>Food Components</th>
<th>Grade K - 5</th>
<th>Grade 6 - 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meat / Meat Alternate</td>
<td>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”</td>
<td></td>
</tr>
</tbody>
</table>

### Lunch

<table>
<thead>
<tr>
<th>Food Components</th>
<th>Grade K - 5</th>
<th>Grade 6 - 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meat / Meat Alternate</td>
<td>8 oz eq/week (1 oz daily minimum)</td>
<td>9 oz eq/week (1 oz daily minimum)</td>
<td>10 oz eq/week (2 oz daily minimum)</td>
</tr>
</tbody>
</table>
# Fruit

## Breakfast and Lunch

### Breakfast

<table>
<thead>
<tr>
<th></th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fruits</td>
<td>5 cups/week (1 cup daily minimum)</td>
<td>5 cups/week (1 cup daily minimum)</td>
<td>5 cups/week (1 cup daily minimum)</td>
</tr>
</tbody>
</table>

### Lunch

<table>
<thead>
<tr>
<th></th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fruits</td>
<td>2½ cups/week (½ cup daily minimum)</td>
<td>2½ cups/week (½ cup daily minimum)</td>
<td>5 cups/week (1 cup daily minimum)</td>
</tr>
</tbody>
</table>
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
No more than half of the fruit offerings may be in the form of juice for the week

("offerings" 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

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

<table>
<thead>
<tr>
<th>Lunch</th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vegetables (total) - Weekly minimum</td>
<td>3¾ cups/week (¾ cup daily minimum)</td>
<td>3¾ cups/week (¾ cup daily minimum)</td>
<td>5 cups/week (1 cup daily minimum)</td>
</tr>
<tr>
<td>Dark Green Subgroup</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td>Red / Orange Subgroup</td>
<td>¾ cup/wk</td>
<td>¾ cup/wk</td>
<td>1¼ cup/wk</td>
</tr>
<tr>
<td>Legumes Subgroup</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td>Starchy Subgroup</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td>Other Subgroup</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>¾ cup/wk</td>
</tr>
</tbody>
</table>
## Vegetables

### Breakfast

<table>
<thead>
<tr>
<th>Vegetables</th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>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”</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

½ cup vegetables = ½ cup fruit OR ½ cup vegetables = Extra
(no component but must include in dietary specifications)
<table>
<thead>
<tr>
<th>Vegetables</th>
<th>Grade K - 5</th>
<th>Grade 6 – 8</th>
<th>Grade 9 - 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vegetables (total)</td>
<td>3¾ cups/week (¾ cup daily minimum)</td>
<td>3¾ cups/week (¾ cup daily minimum)</td>
<td>5 cups/week (1 cup daily minimum)</td>
</tr>
<tr>
<td>Dark Green Subgroup</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td>Red / Orange Subgroup</td>
<td>¾ cup/wk</td>
<td>¾ cup/wk</td>
<td>1¼ cup/wk</td>
</tr>
<tr>
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<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
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<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
</tr>
<tr>
<td>Other Subgroup</td>
<td>½ cup/wk</td>
<td>½ cup/wk</td>
<td>¾ cup/wk</td>
</tr>
</tbody>
</table>
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
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
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
### 100466 – OATS, ROLLED, QUICK, DRY, 3 LB

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>Grains/Breads</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRODUCT DESCRIPTION</td>
<td>Rolled oats, quick cooking. Unenriched.</td>
</tr>
<tr>
<td>PACK/YIELD</td>
<td>12/3 lb bags.</td>
</tr>
<tr>
<td></td>
<td>One 3 lb bag AP yields about 18¾ cups dry, quick, rolled oats OR about 35¼ cups cooked oats and provides about 142.8 ⅛-cup servings cooked oats OR about 71.4 ½-cup servings cooked oats OR about 47.4 ⅛-cup servings cooked oats.</td>
</tr>
<tr>
<td></td>
<td>One lb AP yields about 6¼ cups dry, quick, rolled oats OR about 11¾ 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 ⅛-cup servings cooked oats.</td>
</tr>
<tr>
<td></td>
<td>CN Crediting: ¼ cup cooked oats provides ¼ cup cooked cereal grain OR ½ cup cooked oats provides ½ cup cooked cereal grain OR ¼ cup cooked oats provides ¼ cup cooked cereal grain.</td>
</tr>
</tbody>
</table>

### Nutrition Information

<table>
<thead>
<tr>
<th></th>
<th>⅓ cup dry (40 g)</th>
<th>⅓ cup cooked (117 g)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calories</td>
<td>153 g</td>
<td>83 g</td>
</tr>
<tr>
<td>Protein</td>
<td>5.33 g</td>
<td>2.97 g</td>
</tr>
<tr>
<td>Carbohydrate</td>
<td>27.42 g</td>
<td>14.04 g</td>
</tr>
<tr>
<td>Dietary Fiber</td>
<td>4.1 g</td>
<td>2.0 g</td>
</tr>
<tr>
<td>Sugars</td>
<td>0.40 g</td>
<td>0.32 g</td>
</tr>
<tr>
<td>Total Fat</td>
<td>2.64 g</td>
<td>1.78 g</td>
</tr>
<tr>
<td>Saturated Fat</td>
<td>0.45 g</td>
<td>0.36 g</td>
</tr>
<tr>
<td>Trans Fat</td>
<td>0 g</td>
<td>0 g</td>
</tr>
<tr>
<td>Cholesterol</td>
<td>0 mg</td>
<td>0 mg</td>
</tr>
<tr>
<td>Iron</td>
<td>1.72 mg</td>
<td>1.05 mg</td>
</tr>
<tr>
<td>Calcium</td>
<td>21 mg</td>
<td>11 mg</td>
</tr>
<tr>
<td>Sodium</td>
<td>2 mg</td>
<td>5 mg</td>
</tr>
</tbody>
</table>
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
CN labels are only available for items that contribute to the meat/meat alternate component.

A sample CN logo:

This 2.31oz fully cooked Beef Patty with Textured Soy Flour provides 2.00 oz equivalent meat/meat alternate for the Child Nutrition Meal Pattern Requirements. (Use of this logo and statement authorized by the Food and Nutrition Service, USDA XX-XX**)

* CN identification number
** Month & Year of approval
- Ideally should be removed or copy taken from actual purchased product
- Expire 5 years from original approval date
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”)
## Sample Product Formulation Statement (Product Analysis) for Meat/Meat Alternate (M.M.A) 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:**

**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.

<table>
<thead>
<tr>
<th>Description of Creditable Ingredients per Food Buying Guide (FBG)</th>
<th>Ounces per Raw Portion of Creditable Ingredient</th>
<th>Multiply</th>
<th>FBO Yield Servings Per Unit</th>
<th>Creditable Amount *</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

A. **Total Creditable M.M.A Amount**

* 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.

<table>
<thead>
<tr>
<th>Description of APP, manufacturer's name, and code number</th>
<th>Ounces per Dry APP Per Portion</th>
<th>Multiply</th>
<th>% of Protein As Is*</th>
<th>Divide by 18**</th>
<th>Creditable Amount APP***</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

B. **Total Creditable APP Amount**

C. TOTAL CREDITABLE AMOUNT (A + B rounded down to nearest 1/2 oz)

* 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.

Total weight (per portion) of product as purchased

Total creditable amount of product (per portion)

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.
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
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
Production Records

What weighs more?

A pound of cheese

OR

A pound of sand
Production Records

Weight ≠ Measure

1 cup = > ¾ cup
Production Records

Weight ≠ Measure

4 oz = 7/8 cup
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 LaPlante, (425) 917-7923
Pam Mahre, (509) 575-2412
Chuck Ziaera, (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

OSPI Child Nutrition Services
A Partner in Education
### Verifying Meal Pattern Production Records

#### Breakfast Production Record

<table>
<thead>
<tr>
<th>Date:</th>
<th>Site:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Offer vs. Serve:** □ Yes □ No

<table>
<thead>
<tr>
<th>Grade/group</th>
<th>Meals Planned</th>
<th>Meals Served</th>
</tr>
</thead>
<tbody>
<tr>
<td>Student Meals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adult Meals</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Meals</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Planned Milk:**
- **1% (plain)**
- **NF (plain)**
- **NF (favored)**
- **Other:**

#### Lunch Production Record

<table>
<thead>
<tr>
<th>Menu Item</th>
<th>Recipe or Product #</th>
<th>Planned Portion</th>
<th>Planned # of Servings</th>
<th>Total Planned Quantity</th>
<th>Component Contribution</th>
<th>Production Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Meal Group</th>
<th>Meat/meat alt</th>
<th>Grain/Bread</th>
<th>Fruit</th>
<th>Dark Green Veg</th>
<th>R/O Veg</th>
<th>Legumes</th>
<th>Starchy Veg</th>
<th>Other Veg</th>
<th>Additional Veg</th>
<th>Total Veg</th>
<th>Actual # of Servings</th>
<th>Actual Quantity Used</th>
<th>Production Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Component Contribution:**
- Meat/meat alt
- Grain/Bread
- Fruit
- Dark green Veg
- R/O Veg
- Legumes
- Starchy Veg
- Other Veg
- Additional Veg
- Total Veg

**Production Notes:**

<table>
<thead>
<tr>
<th>Production Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>
“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
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

½ cup veg.

1 cup milk

2 veg/fruit + 2 grain
Offer vs Serve - Lunch
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!
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

- 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 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 farms working with 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.”

Dave Young, Food Safety Coordinator, Impulse Goods, Waupola, 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
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

<table>
<thead>
<tr>
<th>Year</th>
<th>Audits</th>
<th>Acres</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002-04</td>
<td>14</td>
<td>1,613 acres</td>
</tr>
<tr>
<td>2005</td>
<td>8</td>
<td>10,188 acres</td>
</tr>
<tr>
<td>2006</td>
<td>16</td>
<td>33,238 acres</td>
</tr>
<tr>
<td>2007</td>
<td>97</td>
<td>128,247 acres</td>
</tr>
<tr>
<td>2008</td>
<td>107</td>
<td>124,055 acres</td>
</tr>
<tr>
<td>2009</td>
<td>148</td>
<td>151,248 acres</td>
</tr>
<tr>
<td>2010</td>
<td>166</td>
<td>153,056 acres</td>
</tr>
<tr>
<td>2011</td>
<td>165</td>
<td>171,205 acres</td>
</tr>
<tr>
<td>2012</td>
<td>227</td>
<td>178,184 acres</td>
</tr>
<tr>
<td>2013</td>
<td>326</td>
<td>253,242 acres</td>
</tr>
<tr>
<td>2014</td>
<td>308</td>
<td>194,035 acres</td>
</tr>
</tbody>
</table>

* Includes the USDA GAP and Produce GAP Harmonized audits

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

## Traceability

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

## Worker Health & Hygiene

<table>
<thead>
<tr>
<th>Questions</th>
<th>Points</th>
<th>YES</th>
<th>NO</th>
<th>N/A</th>
<th>Doc</th>
</tr>
</thead>
<tbody>
<tr>
<td>G-3  Potable water is available to all workers.</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td>R</td>
</tr>
<tr>
<td>G-4  All employees and all visitors to the location are required to follow proper sanitation and hygiene practices.</td>
<td>10</td>
<td></td>
<td></td>
<td>P</td>
<td></td>
</tr>
<tr>
<td>G-5  Training on proper sanitation and hygiene practices is provided to all staff.</td>
<td>15</td>
<td></td>
<td></td>
<td>D</td>
<td></td>
</tr>
<tr>
<td>G-6  Employees and visitors are following good hygiene/sanitation practices.</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G-7  Employees are washing their hands before beginning or returning to work.</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>G-8  Readily understandable signs are posted to instruct employees to wash their hands before beginning or returning to work.</td>
<td>10</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>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.</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Audit Checklist

Name of Audittee:  
Date of Audit: 1/0/1900

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

For Official Government Use Only
USDA, AMS, FVP, Specialty Crops Inspection Division
Based on Produce GAPs Harmonized Food Safety Standard 6/5/2012

USDA Checklist
Version 1.1
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/outgoing 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 outgoing product
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
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
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 or as a zip) 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 (GAP, por sus siglas en inglés) [External Link]
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
or
USDA SCI Division
in Washington DC
202-720-5021
or
Steve Sessa – 559-903-3427
Thank you!

Questions?

www.ams.usda.gov/fv
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
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

CHILD NUTRITION REVENUE SOURCES

- Meal Reimbursable: 65%
- USDA Foods Entitlement: 18%
- A la carte/catering/cash: 17%

USDA Pilot Project for the Procurement of Unprocessed Fruits and Vegetables
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
www.ams.usda.gov/commoditypurchasing
COMING SOON!
WEBINAR RECORDING: "VENDOR ELIGIBILITY REQUIREMENTS"

www.ams.usda.gov/commoditypurchasing

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)
WBSCM 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.

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.
<table>
<thead>
<tr>
<th>Vendor Requirements/Documents</th>
<th>Grower</th>
<th>Distributor/Wholesaler/Food Hub Does Repack or Otherwise Handle Fresh Produce</th>
<th>Distributor/Wholesaler/Food Hub Does NOT Repack or Otherwise Handle Fresh Produce</th>
<th>Processor (Dried or Frozen)</th>
<th>Fresh-Cut</th>
</tr>
</thead>
<tbody>
<tr>
<td>WBSCM Vendor Registration Form</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Application Form (Attachment A)</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Self-Certification Form (Attachment B)</td>
<td>X</td>
<td>X</td>
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<td>Domestic Origin Certification Form (Attachment C)</td>
<td></td>
<td>X</td>
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<tr>
<td>All products for this program must be grown and produced in the U.S.</td>
<td></td>
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<td>List of Suppliers and Subcontractors (Attachment D)</td>
<td></td>
<td></td>
<td>X</td>
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<td>Include for each, as appropriate:</td>
<td></td>
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<tr>
<td>- Food Safety Audit Certification</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>- Product(s) supplied</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td>Product Segregation Plan, If also handling non-domestic product</td>
<td></td>
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<tr>
<td>Food Safety Audit Certification (USDA or Global Food Safety Initiative (GFSI Recognized GAP, GMP, and HACCP Audit Certifications))</td>
<td>Good Agricultural Practices (GAP) or USDA Harmonized GAP</td>
<td>Good Manufacturing Practices (GMP) or USDA Good Handling Practices (GHP), Plant Survey or Plant Systems Audit must include Food Defense</td>
<td>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</td>
<td>Good Manufacturing Practices (GMP) or USDA Plant Survey or Plant Systems Audit must include Food Defense</td>
<td>Good Manufacturing Practices (GMP) or USDA Qualified Through Verification (QTV) must include Food Defense</td>
</tr>
<tr>
<td>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</td>
<td></td>
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<td>X</td>
</tr>
</tbody>
</table>
Vendor Applications

The application forms and supporting documentation shall be submitted

Electronically to:
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)
   • Must submit a WBSCM Registration Form
   • Sends Vendor/SDA Reporting Template to 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  
(202) 720-7106

**USDA, FNS**  
Food Distribution Division  
(FNS-FDD)

Carolyn Smalkowski  
Carolyn.Smalkowski@fns.usda.gov  
703-305-2674  
Christina Conell  
Christina.Conell@fns.usda.gov  
415-705-1353
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 Schools 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

If you satisfy the eligibility requirements, click here for the application.
Which WA school districts are participating?
<table>
<thead>
<tr>
<th></th>
<th>School District</th>
<th>County</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Anacortes SD</td>
<td>Skagit</td>
</tr>
<tr>
<td>2</td>
<td>Arlington Public Schools</td>
<td>Snohomish</td>
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<tr>
<td>3</td>
<td>Auburn SD</td>
<td>King</td>
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<td>4</td>
<td>Central Valley SD</td>
<td>Spokane</td>
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<tr>
<td>5</td>
<td>Concrete SD</td>
<td>Skagit/Whatcom</td>
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<tr>
<td>6</td>
<td>Ephrata SD</td>
<td>Grant</td>
</tr>
<tr>
<td>7</td>
<td>Highline Public Schools</td>
<td>King (Burien)</td>
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<td>8</td>
<td>Issaquah SD</td>
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<td>9</td>
<td>La Conner SD</td>
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<td>10</td>
<td>Northport SD</td>
<td>Stevens</td>
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<td>Port Angeles SD</td>
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<td>12</td>
<td>Pullman SD # 267</td>
<td>Whitman</td>
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<td>13</td>
<td>Riverview SD</td>
<td>King</td>
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<td>14</td>
<td>San Juan Island SD</td>
<td>San Juan</td>
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<tr>
<td>15</td>
<td>Selah SD</td>
<td>Yakima</td>
</tr>
<tr>
<td>16</td>
<td>Stevenson-Carson SD</td>
<td>Skamania</td>
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<td>17</td>
<td>Wahluke SD</td>
<td>Grant</td>
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<td>18</td>
<td>Waitsburg SD</td>
<td>Walla Walla</td>
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<tr>
<td>19</td>
<td>West Valley SD #363</td>
<td>Spokane</td>
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</tbody>
</table>
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

WA Top 10 based on Farm to School WSDA Survey Findings - University of Washington NUTR 531 ("Minimally processed fruits and vegetables most frequently purchased for school meals in the 2009 - 2010 school year" Appendix C, Figure 11). March 2012
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](http://agr.wa.gov/Marketing/SmallFarm/managerisk.aspx)

Questions? Karen Ullmann, Farm to School Specialist, [kullmann@agr.wa.gov](mailto:kullmann@agr.wa.gov), 206-256-6151