USDA Pilot Project for Unprocessed Fruits and Vegetables & Farm to School

Chris Iberle, WSDA Farm to School
Jim Hemmen, OSPI Child Nutrition Services

Taste Washington Day is Oct. 5!
Don’t forget to sign up
What is Farm to School?

**Core Elements of Farm to School**

- Local Economies
- Education
- School Gardens
- Procurement
Why Farm to School?

Schools say...

1. support local economy (93%)
2. quality, fresh product (91%)
3. build community relations (89%)
4. know source - for promotion (82%)
5. know source - for education (80%)

Farmers say...

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%)
#1 Support local economy
#2 Quality fresh product
#3 Build community relations
#4 Know food source – for promotion

http://www.wafarmtoschool.org/Page/100/waharvestposters
#5 Know food source – for education
How can the USDA Pilot Project for the Procurement of Unprocessed Fruits and Vegetables support Farm to School?
USDA Pilot Project for Procurement of Unprocessed Fruits & Vegetables

- Created by the USDA to offer school districts more spending options for their entitlement funds.
- Can be used alongside DOD Fresh
- Does not act as a replacement program for DOD Fresh
- An opportunity for schools to use entitlement funds to support Farm to School purchasing!

In a nutshell:

1. Schools allocate USDA Foods Funds
2. USDA approves farms and vendors
3. Schools purchase from vendors
4. Fresh produce is delivered
5. USDA pays the bill
USDA Pilot Project for Procurement of Unprocessed Fruits & Vegetables

Purpose

1. Give schools flexibility in how they spend their entitlement
2. Increase purchase of “unprocessed” locally grown produce

Only fresh fruits and vegetables that are “minimally processed” or “unprocessed” can be sold through the pilot.

Produce that has been sliced, diced, chopped, washed, frozen or dried are allowed.

Foods that have been heat-treated like canning or pickling are NOT allowed.
Goal of the USDA Pilot Project:

Support the use of locally-grown foods in school meal programs using USDA Foods entitlement funds.
What can the USDA Pilot Project do?

Does...

✓ Serve more fruits and vegetables
✓ Flexibility with USDA Foods entitlement dollars
✓ Purchase more local foods (or domestic)

Doesn’t...

✗ Provide additional funds for purchasing
✗ Circumvent procurement process
✗ Buy non-domestic product
✗ Buy processed products or non-produce
## Benefits of the USDA Pilot Project

<table>
<thead>
<tr>
<th>farm opportunity</th>
<th>school opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Support growing demand for fresh products from local schools in your area</td>
<td>Serve more healthy, fresh and locally-procured fruits and vegetables</td>
</tr>
<tr>
<td>Develop connections with local Food Nutrition Directors and build a foundation for future business relationships</td>
<td>Support local economy, build community relationships and promote your food service program</td>
</tr>
<tr>
<td>Broaden your customer base to schools, students and families in a stable, high-volume market</td>
<td>More flexibility over where and how to spend your entitlement</td>
</tr>
<tr>
<td>Show support for your community and help improve childhood nutrition</td>
<td>Purchase from vendors with approved liability insurance and food safety practices</td>
</tr>
<tr>
<td>Feature your company as a USDA approved vendor</td>
<td>Participate with minor adjustments to a standard purchasing practices</td>
</tr>
</tbody>
</table>
Farm and Vendor Requirements

1. Written food safety plan
2. Product Liability Insurance
3. Food Safety Certification (Good Agricultural Practices (GAP)/Good Handling Practices (GHP))
4. Fill out four page USDA Application & register for payments from USDA

agr.wa.gov/inspection/GAPGHP
Current Approved Vendors in Washington State

American Produce Express (Omak)
Charlie’s Produce
Cloudview Eco Farm (Royal City)
Columbia Fresh Packing
Columbia Fruit (Woodland)
First Fruit Marketing of Washington
FSA West / FSA East

Hopewell Farm (Everson)
Organically Grown Company
Pacific Coast Fruit
Spokane Produce
Penny’s Salsa Inc.
Tahoma Farms (Orting)

& more to come!

Schools can purchase from any USDA approved vendors and farmers

Is there a farm or vendor you would like to see on this list?
Contact Chris Iberle at ciberle@agr.wa.gov
New Vendor Drive 2016

Is there a farm or vendor you would like to see here?
Contact Chris Iberle at ciberle@agr.wa.gov
**How it works**

 Allocate USDA Foods entitlement funds to the program by contacting Jim Hemmen at OSPI, Jim.Hemmen@k12.wa.us.

 Review USDA Pilot Project vendor list and get product availability.

 Identify the fruits or vegetables you want to purchase.

 Can use Geographic Preference.

 Identify 3 farms or vendors from the approved vendor list who have the item you need.

 Award the purchase to the lowest bidder.

 Request a quote from each farm or vendor.

 Document the award in your files.

 Order & arrange for delivery of produce.

 Verify invoice is accurate and record on OSPI spreadsheet. The vendor will bill USDA.

 Send invoice spreadsheet monthly to OSPI.
What have your successes been with the USDA Pilot Project?

What have your challenges been with the USDA Pilot Project?
Lessons Learned 2014-2016

Vendors
- Little outreach to potential vendors
- Farmer knowledge of the program & benefits
- Distributors slow to join
- Unclear application and sales, invoicing process

School Districts
- No or few local farms available to buy from
- Challenging logistics with approved vendors
- Unclear process for joining, using Pilot & procurement
- Product choice
Current Supporting Work

**Vendor outreach & recruitment**
- Recruiting vendors around the state
- Streamlining vendor approval with USDA
- Technical assistance with applications
- Work with current vendors

**School support with procurement process**
- How to join the program
- Accessing vendors that will work for you
- How to use funds & procurement process
Resources & tools for the USDA Pilot Project

- Application packet & form
- Current List of Vendors
- New Vendor Outreach Lists
- USDA Pilot Project Washington Grown Order Guide
- “How to use” Factsheet
- Technical assistance from OSPI & WSDA
- WSDA’s “School’s Guide to Purchasing Washington Grown Food”

Factsheets, fliers, assistance for farmers
School Procurement Process
The USDA Pilot Project for Procurement of Unprocessed Fruits and Vegetables

The pilot supports the purchase of local and regional produce, however standard procurement rules still apply.

Option 1
Modify an existing contract with an USDA approved vendor.

Competitive bids are not required.

School buyers can modify an existing, exclusive contract (i.e. purchases made from only the contracted vendor) and if participation in the pilot does not result in a material change.

If that is the case, schools can create an addendum to current contracts which (1) outlines school buyer participation in the pilot and changes to contract, including at minimum, the vendor payment method, and (2) requires the vendor to issue a separate invoice for unprocessed produce sold under the pilot.

Can I amend a DoD Fresh contract?
DoD Fresh Contracts are held by the Department of Defense (DoD) Fresh Fruit and Vegetable Program. Schools cannot modify this contract unless they have a contract with Pacific Coast Fruit Company outside of DoD Fresh.

Option 2
Solicit a new contract with USDA approved vendors.

Competitive quotes for purchases over $3,000 required (may include Geographic Preference)

≤ Small Purchase Threshold >
(Federal Threshold = $150,000)

Informal
Small Purchase (requires prices quotes from at least 3 bidders)

Micro Purchase
Noncompetitive Purchase (value of purchase may not exceed $3,000)

Formal
Sealed Bids (IFBs) & Competitive Proposals (RFPs) (requires public advertising)

How do I use a geographic preference? Example ways to apply:

1. A point system that supplies more points to vendors who can supply produce grown in the specified geographic area (e.g. state, county, mile-radius).

2. A price preference in which the quote from any vendor offering produce from the geographic preference area (usually WA-grown) will be reduced by a specified percentage (usually 5% or 10%, but it is up to the school district) for comparison.

Refer to A School's Guide to Purchasing Washington-Grown Food for more details.

Option 3
Recruit new or existing vendors to participate!

Inform vendors of requirements:
1. Liability Insurance
2. Food Safety Certification (USDA-AMS or GFSI accredited)

Additional qualifications may be required for businesses that work with other suppliers, carry non-domestic product and/or plan to sell minimally processed product. Vendors can get help with application and meeting requirements by online at WSDA’s Farm to School Toolkit or ciberlee@agr.wa.gov.
<table>
<thead>
<tr>
<th>Date Approved</th>
<th>Company Name</th>
<th>Primary Contact</th>
<th>Primary Email</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>08/27/15</td>
<td>American Produce Express, LLC</td>
<td>John Butler</td>
<td><a href="mailto:john@americanproduceexp.com">john@americanproduceexp.com</a></td>
<td>Apples, Apple Slices, and Pears</td>
</tr>
<tr>
<td>09/16/15</td>
<td>Charlie's Produce, Seattle</td>
<td>Michael Ruff</td>
<td><a href="mailto:miker@charliesproduce.com">miker@charliesproduce.com</a></td>
<td>Apples, Oranges, lettuce, carrots, broccoli, Cucumbers, Corn, Tomatoes, Peppers, Onions, Potatoes, Green Beans, Peas (Fresh), Cabbage, Apples, Orange, Cauliflower, Strawberries, Peas, Plums, Mandarins</td>
</tr>
<tr>
<td>07/24/10</td>
<td>Cloudview Eco Farms, Ephrata &amp; Royal City, WA</td>
<td>Gabriela Amador</td>
<td><a href="mailto:cloudviewecofarms@gmail.com">cloudviewecofarms@gmail.com</a></td>
<td>Apples, apricots, asparagus, beets, broccoli, cabbage, carrots, cauliflower, chard, cucumbers, radishes, peaches, lettuce, melons, kobirahi, kale, parsnips, peppers, potatoes, eggplant, pumpkins, onions, leeks, salad mix, spinach, summer squash, strawberries, sweet potatoes, ginger, tomatoes, turnips, and winter squash</td>
</tr>
<tr>
<td>09/17/15</td>
<td>Columbia Fresh Packing, LLC</td>
<td>Brad Gentry</td>
<td><a href="mailto:brad@columbiafreshproduce.com">brad@columbiafreshproduce.com</a></td>
<td>Whole Apples</td>
</tr>
<tr>
<td>11/02/15</td>
<td>Columbia Fruit LLC</td>
<td>Jeff Peterson</td>
<td><a href="mailto:jeff@columbia-fruit.com">jeff@columbia-fruit.com</a></td>
<td>IQF Blueberries, Strawberries, Blackberries, Red Raspberries, Frozen Summer Blend (Strawberries, Blueberries, Raspberries, Marion Berries)</td>
</tr>
<tr>
<td>07/20/15</td>
<td>First Fruits Marketing of Washington, Yakima, WA</td>
<td>Dorothy Redick</td>
<td><a href="mailto:dorotheyl@ffm-wa.com">dorotheyl@ffm-wa.com</a></td>
<td>Apples, Peas</td>
</tr>
<tr>
<td>10/20/15</td>
<td>Food Services of America (East)</td>
<td>Lane Thompson</td>
<td><a href="mailto:lane_thompson@fsafood.com">lane_thompson@fsafood.com</a></td>
<td>Apples, Apple Slices, Pears, Fresh Cut Leafy Greens, Broccoli, Celery Cauliflower, Carrots, Red Beets, Gold Beets, Stripe Beets, Cucumber, Yellow Squash, Zucchini, Kale, Potatoes</td>
</tr>
<tr>
<td>11/05/15</td>
<td>Food Services of America (West)</td>
<td>Don Emory</td>
<td><a href="mailto:don_emory@fsafood.com">don_emory@fsafood.com</a></td>
<td>Red Beets, Gold Beets, Stripe Beets, Celery, Kale, Potato, Fresh Leafy Greens, Broccoli, Cauliflower, Beets Whole-Kay, Beets Fresh-Cut, Potatoes-Whole, Potatoes-Cut, Celery-Cut, Apples-Cut, Cauliflower-Cut, Fresh Cut Leafy Greens, Broccoli-Cut, Apples-Whole</td>
</tr>
<tr>
<td>08/10/16</td>
<td>Hopewell Farm, Everson, WA</td>
<td>Lisa Dykstra</td>
<td><a href="mailto:hopewellfarm@live.com">hopewellfarm@live.com</a></td>
<td>Blueberries, carrots, beets, and broccoli</td>
</tr>
<tr>
<td>06/03/16</td>
<td>Organically Grown Company</td>
<td>Amelia Beckel</td>
<td><a href="mailto:bill@organicallygrown.com">bill@organicallygrown.com</a></td>
<td>asparagus, eggplant, kale, peppers, tomatoes, cantaloupe, honeydew, varietal melons, watermelon, cabbage, cilantro, leeks, lettuce, leafy greens, broccoli, celery, cucumbers, cauliflower, parsley, endive, radish, kohlrabi, carrots, peas, radicchio, esarole, fennel, dill, peppers, and tumeric</td>
</tr>
<tr>
<td>02/10/15</td>
<td>Pacific Coast Fruit Co.</td>
<td>Paul Omtstein</td>
<td><a href="mailto:pomonstein@pcfruit.com">pomonstein@pcfruit.com</a></td>
<td>Shredded Lettuce, Chopped Romaine, Shredded Green and Red Cabbage, Broccoli Florets, Cauliflower Florets, Cello Spinach, Apples, Peas, Celery, Cucumbers, Bell Peppers, Tomatoes, and Squash</td>
</tr>
<tr>
<td>08/24/15</td>
<td>Penny's Salsa, Auburn, WA</td>
<td>Jim English</td>
<td><a href="mailto:jim@pennysalsa.com">jim@pennysalsa.com</a></td>
<td>Red Beets, Gold Beets, Stripe Beets, Cucumber, Yellow Squash, Zucchini, Celery, Kale, Potato, Apples, Apple Diced, Apple Wedges, Oranges, Sliced Oranges, Wedged Oranges, Potatoes, Turnips</td>
</tr>
<tr>
<td>07/10/15</td>
<td>Spokane Produce, Inc.</td>
<td>Brent Daitman</td>
<td><a href="mailto:bdaitman@spprod.com">bdaitman@spprod.com</a></td>
<td>Bell Peppers, Eggplant/Aubergine, Green Beans, Pumpkin, Squash, Sweet Corn, Tomato, Zucchini, Apples, Cherries, Watermelon</td>
</tr>
<tr>
<td>03/13/16</td>
<td>Tahoma Farms, Orting, WA</td>
<td>Dan Hulse</td>
<td><a href="mailto:dnhulse@gmail.com">dnhulse@gmail.com</a></td>
<td>Dandelion Greens, Sunchoke, Asparagus, Fennel, Raspberries, Strawberries, Cucumbers, Potatoes, Carrots, Onions, Winter Squash, Beets, Romanesco, Kale, Radishes, Peas, Cherries, Zucchini, Brussel Sprouts, Lettuce, and Beans</td>
</tr>
</tbody>
</table>

**Want to see another farmer or vendor on this list?**

Contact WSDA!

Chris Ibarra  
Washington State Department of Agriculture  
Farm to School  
(206) 256-1874  
ciberia@agr.wa.gov
<table>
<thead>
<tr>
<th>Farm/Vendor</th>
<th>Products</th>
<th>Region</th>
<th>Town</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alvarez Farms</td>
<td>Mixed Vegetables</td>
<td>Eastern WA, Puget Sound</td>
<td>Mabton</td>
</tr>
<tr>
<td>Applegate Orchards</td>
<td>Blueberries</td>
<td>Eastern WA</td>
<td>Burbank</td>
</tr>
<tr>
<td>Apples to Go Inc</td>
<td>Sliced Apples</td>
<td>Statewide</td>
<td></td>
</tr>
<tr>
<td>Auvil Fruit Co.</td>
<td>Tree Fruit</td>
<td>Eastern WA</td>
<td>Orondo</td>
</tr>
<tr>
<td>Baker Produce</td>
<td>Apples, Potatoes, Cherries</td>
<td>Southern WA</td>
<td>Pasco</td>
</tr>
<tr>
<td>Baldev Sangha &amp; Son</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Bay Baby Produce</td>
<td>Winter Squash</td>
<td>NW Washington</td>
<td>Burlington</td>
</tr>
<tr>
<td>Biringer Farm</td>
<td>Berries</td>
<td>Western WA</td>
<td>Arlington</td>
</tr>
<tr>
<td>Black River Blues</td>
<td>Frozen Blueberries</td>
<td>Western WA</td>
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<tr>
<td>Blue Star Growers</td>
<td>Tree Fruit</td>
<td>Central WA</td>
<td>Cashmere</td>
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<td>Boistfort Valley Farm</td>
<td>Mixed Vegetables</td>
<td>Southwest WA</td>
<td>Curtis</td>
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<td>Bow Hill Blueberries</td>
<td>Blueberries</td>
<td>Puget Sound</td>
<td>Bow</td>
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<td>Carpinito Brothers</td>
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<td>Kent</td>
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<td>Chelan Fruit Co-op</td>
<td>Tree Fruit</td>
<td>Central WA</td>
<td>Chelan</td>
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<td>Cloud Mountain Farm Center</td>
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<td>Northwest WA</td>
<td>Everson</td>
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<td>Cloudview Ecofarms</td>
<td>Mixed Vegetables</td>
<td>North Central WA</td>
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<td>Collins Family Orchards</td>
<td>Farm</td>
<td>Western WA</td>
<td>Selah</td>
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<tr>
<td>Dagdagan Produce</td>
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<td>Yakima</td>
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<td>Delap Orchards</td>
<td>Cherries</td>
<td>Northern WA</td>
<td>Malott</td>
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<td>Dharma Ridge Farm</td>
<td>Mixed Vegetables</td>
<td>Olympic Peninsula</td>
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<td>Dickey Farms</td>
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<td>Southern WA</td>
<td>Bingen</td>
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<td>Double N Potatoes</td>
<td>Potatoes</td>
<td>NW Washington</td>
<td>Burlington</td>
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<td>Duck Delivery</td>
<td>Distributor</td>
<td>Western WA</td>
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<tr>
<td>Easterday Farms</td>
<td>Onions, Potatoes</td>
<td>Central WA</td>
<td>Pasco</td>
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<td>Emerald Farms</td>
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<td>Central WA</td>
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<td>Fewel Farm</td>
<td>Apples, Vegetables, Watermelons</td>
<td>Statewide</td>
<td></td>
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<tr>
<td></td>
<td></td>
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<tr>
<td>Finnriver Farm &amp; Cidery</td>
<td>Apples</td>
<td>Olympic Peninsula, Puget Sound</td>
<td>Chimacum</td>
</tr>
</tbody>
</table>
# May-June Washington Grown Order Guide

**USDA Pilot Project for Unprocessed Fruits & Vegetables**

This information should be used only as a reference. Contact the grower/vendor directly to get accurate information about ordering product, distribution area, and current prices. All prices subject to change. Vendor contact information is listed below the product list. Other pack sizes, additional products (including more eligible US grown products), or availability from other vendors may be available beyond the listing below.

WSDA Farm to School Support
Chris Iberle
ciberle@agr.wa.gov
(206) 256-1874

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<table>
<thead>
<tr>
<th>Crop, Variety</th>
<th>Product</th>
<th>Vendor</th>
<th>Description</th>
<th>Pack Size</th>
<th>Price</th>
<th>Farm Source</th>
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<tbody>
<tr>
<td>Apples</td>
<td>Fresh, Sliced</td>
<td>American Produce Express</td>
<td>2oz apple slice packets</td>
<td>100 - 2oz. pkts</td>
<td>$28.75</td>
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<tr>
<td>Apples</td>
<td>Fresh, Sliced</td>
<td>American Produce Express</td>
<td>2oz apple slice packets</td>
<td>150 - 2oz. pkts</td>
<td>$43.15</td>
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<td>Apples</td>
<td>Fresh, Sliced</td>
<td>American Produce Express</td>
<td>Bulk apple slices</td>
<td>10-3lb bags</td>
<td>$48.00</td>
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<tr>
<td>Apples</td>
<td>Fresh, Sliced</td>
<td>American Produce Express</td>
<td>Bulk apple slices</td>
<td>4-3lb bags</td>
<td>$21.00</td>
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<td>Fresh, Sliced</td>
<td>American Produce Express</td>
<td>4oz apple slice packets</td>
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<td>Apples</td>
<td>Fresh, Sliced</td>
<td>Charlie's Produce</td>
<td>Apples, sweet sliced in bulk</td>
<td>4-3lb bags</td>
<td>$23.32</td>
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<tr>
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<td>Fresh, Sliced</td>
<td>Pacific Coast Fruit</td>
<td>2oz sweet apple slice packets</td>
<td>100 - 2oz. pkts</td>
<td>$38.85</td>
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<tr>
<td>Apples</td>
<td>Fresh, Whole</td>
<td>Spokane Produce</td>
<td>Apples, bulk, WA XXFcy</td>
<td>163 Count</td>
<td>$26.00</td>
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<tr>
<td>Apples</td>
<td>Fresh, Sliced</td>
<td>Spokane Produce</td>
<td>Apple wedges</td>
<td>192 - 2oz</td>
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<td>Apples, Braeburn</td>
<td>Fresh, Whole</td>
<td>First Fruits Marketing of Washington</td>
<td>Braeburn apples WAXF</td>
<td>138 Count</td>
<td>$16.90</td>
<td>Broetje Orchards, Congdon Orchards</td>
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<td>Apples, Fuji</td>
<td>Fresh, Whole</td>
<td>American Produce Express</td>
<td>Fuji apples, bulk</td>
<td>138 Count</td>
<td>$25.65</td>
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<tr>
<td>Apples, Fuji</td>
<td>Fresh, Whole</td>
<td>First Fruits Marketing of Washington</td>
<td>Fuji apples, bulk WAXF</td>
<td>138 Count</td>
<td>$22.90</td>
<td>Broetje Orchards, Congdon Orchards</td>
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<td>Apples, Fuji</td>
<td>Fresh, Whole</td>
<td>Pacific Coast Fruit</td>
<td>Fuji apples, bulk, 125ct or 138 ct</td>
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<td>$35.65</td>
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<td>Apples, Fuji</td>
<td>Fresh, Whole</td>
<td>Spokane Produce</td>
<td>Fuji apples, bulk, 113ct or 125ct</td>
<td>125 Count</td>
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<td>American Produce Express</td>
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<tr>
<td>Apples, Gala</td>
<td>Fresh, Whole</td>
<td>Charlie's Produce</td>
<td>Gala apples, bulk US XF</td>
<td>100 Count</td>
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<td>138 Count</td>
<td>$22.90</td>
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<tr>
<td>Apples, Gala</td>
<td>Fresh, Whole</td>
<td>Spokane Produce</td>
<td>Gala apples, bulk USXF</td>
<td>125 Count</td>
<td>$26.00</td>
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<tr>
<td>Apples, Golden Delicious</td>
<td>Fresh, Whole</td>
<td>American Produce Express</td>
<td>Golden apples, bulk</td>
<td>138 Count</td>
<td>$25.65</td>
<td></td>
</tr>
<tr>
<td>Apples, Golden Delicious</td>
<td>Fresh, Whole</td>
<td>Charlie's Produce</td>
<td>Golden apples, bulk USXF</td>
<td>125 Count</td>
<td>$27.95</td>
<td></td>
</tr>
<tr>
<td>Apples, Golden Delicious</td>
<td>Fresh, Whole</td>
<td>First Fruits Marketing of Washington</td>
<td>Golden Delicious apples, bulk USXF</td>
<td>138 Count</td>
<td>$20.90</td>
<td>Broetje Orchards, Congdon Orchards</td>
</tr>
</tbody>
</table>
How to use the USDA Pilot Project for Unprocessed Fruits & Vegetables

The USDA Pilot Project supports the purchase of local and regional produce, however standard procurement rules still apply.

1. Allocate USDA Foods entitlement funds to the program by contacting Jim Hemmen at OSPI.
   Jim.Hemmen@k12.wa.us
2. Review USDA Pilot Project approved vendor list and get product availability.
3. Identify the fruits or vegetables you want to purchase.
4. For locally grown produce, decide if you will apply a "geographic preference".
5. Award the purchase to the lowest bidder.
6. Identify 3 farms or vendors from the USDA Pilot Project vendor list who have the item you need.
7. Request a quote from each vendor.
8. Order & arrange for delivery of produce.
9. Verify invoice is accurate and record on OSPI spreadsheet. Vendor will bill USDA directly.
10. Send invoice spreadsheet monthly to OSPI.
11. Document the award in your files.

**WSDA Contact**
Chris Iberle
Farm to School Team
Washington State Department of Agriculture
(206) 256 - 1874
ciberle@agr.wa.gov

**OSPI Contact**
Jim Hemmen
Food Distribution Program Supervisor
Child Nutrition Services, OSPI
(360) 725-6209
jim.hemmen@k12.wa.us

*These steps are for an informal procurement process of less than $150,000 for Washington grown food using the USDA Pilot Project for Unprocessed Fruits & Vegetables. If you are making a purchase that requires a formal bid or are unsure, please contact OSPI or the WSDA Farm to School team for assistance.*
What tools or resources have you used?

What tools or resources do you need moving forward?
Future USDA Pilot Project efforts & trainings

Join for the 2016-2017 school year!
Allocate funds if you’ve already signed up

• Late August webinar
• WSNA Fall Workshop
• Vendor Workshops (Sept. 1, 6, 12)
• Recruiting new vendors
• Ongoing technical assistance for schools
• Developing resources and tools
USDA Pilot Project in Washington Online
www.k12.wa.us/ChildNutrition/programs/FoodDistribution/FFV.aspx

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Persons with disabilities who require alternative means of communication for program information (e.g. Braille, large print,
USDA Pilot Project for Procurement of Fruits and Vegetables

Washington State has reserved over $750,000 dollars to purchase local produce!

Washington State is one of eight states participating in the Pilot Project for Procurement of Unprocessed Fruits and Vegetables, as directed by the Agricultural Act of 2014, also known as the Farmer Bill. The pilot enables school districts to supplement funds to purchase locally-grown fruits and vegetables. Through this pilot, districts will be able to strengthen current school-vendor relationships and broaden the diversity of farms, distributors, and processors selling to schools.

For Schools:

Any interested Washington public school can participate in the 2016 - 2017 school year! This enables schools to use their entitlement dollars to purchase 'unprocessed' fruits and vegetables, including produce that has been sliced, diced, chopped, washed, frozen or dried. Foods that have been heat-treated for processing such as canning or packing, or contain additives, are not eligible. 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."

Check out Washington's Eligible Vendor list
Learn more about the Pilot Procurement: USDA Pilot Project Slide Deck

How can my school join the USDA Pilot Project?

Schools can participate by calling or emailing Jim Hemmen, Food Distribution Program Supervisor, Child Nutrition Services, OSPI, (360) 725 - 6209 or jihemmen@k12.wa.us. OSPI will work with you to help you determine how much entitlement you have available for the project and how to use it optimally.
Other Farm to School Activities

- Taste Washington Day – Oct. 5
- Farm to School Month – October
- Harvest of the Month
- School Gardens
- Lunchroom Promotion
- Seasonal or Special Event Purchases
- Bringing the Farm to the School
SAFE Salad Bars in Schools

A Guide for School Food Service

Washington State Department of Agriculture • Washington State Department of Health
Office of Superintendent

This document clarifies food safety procedures for bringing locally grown foods and salads into the classroom.

Introduction

Academic research and evidence from the country have shown that students' consumption of fresh, locally grown foods increases their consumption of fruits and vegetables. This guide provides guidelines for school administrators and nutrition staff on how to incorporate locally grown foods into their school programs.

Farm to School Start-Up Kit

Washington State Department of Agriculture • Kent School District: Nutrition Services

Washington Grown Food Kit

Washington Grown Food Kit

A School's Guide to Purchasing Washington-Grown Food

Using Geographic Preferences to Strengthen Farms to School

Washington Grown Produce Seasonality Chart

2012 USDA Nutrition Standards Guidance

General Farm to School Resources from WSDA
### Product Availability and Pricing Form

Due by end of business on Wed, Feb 5, 2014. *List continues over 5 pages. Please submit all tables even if you have blank pages.*

Use the separate rows for products grown in WA and elsewhere. There are two different delivery needs by the member districts: Delivery to 1) one drop-off site or 2) direct delivery to members. If you choose to do so, see the "Price per Pack" column.

#### Washington Grown Produce Seasonality Chart

<table>
<thead>
<tr>
<th>Item &amp; Volume</th>
<th>Specification</th>
<th>Variety (please specify)</th>
<th>Volume Available</th>
<th>WA Grown</th>
<th>Yes or No</th>
<th>Name &amp; Location of Farm, Grower or Processor</th>
<th>Availability</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EXAMPLE:</strong> Radishes, fresh, bunched 100-500 lbs</td>
<td>Non-squishy variety; cleaned with no dirt on; with tops</td>
<td>Mild Red</td>
<td>Approx 200 lbs per order</td>
<td>YES</td>
<td>Smith Farm Yakima, WA</td>
<td>Jan</td>
<td>Feb</td>
</tr>
</tbody>
</table>

#### Fruits and Berries:

| Blueberries, fresh | Fruit should be blue-purple and firm, not overripe or crushed; free from decay, injury, mold, insects and mummified berries. Uniform in size. | | | | | |

#### Asparagus

<table>
<thead>
<tr>
<th>basis = whole spears</th>
<th>servings/lb</th>
<th>serving size</th>
<th>meals served daily</th>
<th>lbs needed</th>
<th>price/lb</th>
<th>price/serving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asparagus</td>
<td>3.2</td>
<td>3/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
<tr>
<td>Asparagus</td>
<td>4.8</td>
<td>1/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
</tbody>
</table>

#### Black-eyed Peas

<table>
<thead>
<tr>
<th>basis = shelled</th>
<th>servings/lb</th>
<th>serving size</th>
<th>meals served daily</th>
<th>lbs needed</th>
<th>price/lb</th>
<th>price/serving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black-eyed peas</td>
<td>3.9</td>
<td>3/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
<tr>
<td>Black-eyed peas</td>
<td>10.3</td>
<td>1/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
</tbody>
</table>

#### Beets

<table>
<thead>
<tr>
<th>basis = whole without tops</th>
<th>servings/lb</th>
<th>serving size</th>
<th>meals served daily</th>
<th>lbs needed</th>
<th>price/lb</th>
<th>price/serving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beets</td>
<td>7.7</td>
<td>3/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
<tr>
<td>Beets</td>
<td>11.6</td>
<td>1/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
</tbody>
</table>

#### Broccoli

<table>
<thead>
<tr>
<th>basis = fresh untrimmed head</th>
<th>servings/lb</th>
<th>serving size</th>
<th>meals served daily</th>
<th>lbs needed</th>
<th>price/lb</th>
<th>price/serving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broccoli</td>
<td>6.5</td>
<td>3/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
<tr>
<td>Broccoli</td>
<td>9.8</td>
<td>1/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>-</td>
</tr>
</tbody>
</table>
Questions?

Chris Iberle
ciberle@agr.wa.gov
206-256-1874

Jim Hemmen
Jim.Hemmen@k12.wa.us
360-725-6209
We’re here to help!

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