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

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

**farm opportunity**

- Support growing demand for fresh products from local schools in your area
- Develop connections with local Food Nutrition Directors and build a foundation for future business relationships
- Broaden your customer base to schools, students and families in a stable, high-volume market
- Show support for your community and help improve childhood nutrition
- Feature your company as a USDA approved vendor

**school opportunity**

- Serve more healthy, fresh and locally-procured fruits and vegetables
- Support local economy, build community relationships and promote your food service program
- More flexibility over where and how to spend your entitlement
- Purchase from vendors with approved liability insurance and food safety practices
- Participate with minor adjustments to a standard purchasing practices
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

Pacific Coast Fruit
First Fruit Marketing of Washington
American Produce Express
Tahoma Farms
Columbia Fruit

Spokane Produce
Charlie’s Produce
Penny’s Salsa Inc.
FSA West/ FSA East
Columbia Fresh Packing

& more to come!

Schools can purchase from any USDA approved vendors and farmers

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

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

Request a quote from each farm or vendor

Award the purchase to the lowest bidder

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

Document the award in your files
How Do I Participate?

Schools can participate by contacting the Office of Superintending of Public Instruction to join and allocate their USDA Foods funds:

Jim Hemmen
Food Distribution Program Supervisor
Child Nutrition Services, OSPI
(360) 725-6209
jim.hemmen@k12.wa.us
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
- Technical assistance with applications
- Recruiting vendors around the state
- 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

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

Factsheets, flier, assistance for farmers
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 Workshops
- Recruiting new vendors
- Ongoing technical assistance for schools
- Developing resources and tools
USDA Pilot – Procurement of Unprocessed Fruits and Vegetables

- Food Distribution
  - Fax 360-664-0570
  - Jim Hemmen, 360-725-6209
    Supervisor
  - Debbie Stevens, 360-725-6204
    Administrative Support
  - Ken Esmond, 360-725-6215
    Orders, Surveys, Entitlement, Billing
  - Wally Kopal, 360-725-6185
    Procurement
  - Sue Eckroth, 360-725-6215
    Warehouse Coordination, USDA contact

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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 Farm Bill. This pilot enables school districts to leverage funds to purchase locally-grown fruits and vegetables. Through this pilot, school districts will 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 pickling, 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) 725-6205 or jhemmen@k12.wa.us. OSPI will work with you to help you determine how much entitlement you can use for this buy local effort.
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
WSDA Farm to School Toolkit

This toolkit is designed to provide farms, schools, families, and communities with resources to help them meet their farm-to-school goals.

Through stories, photos, templates, documents and more, this toolkit highlights farm to school and school garden successes throughout the state and draws together best practices and farm to school tips from our in-state and national network partners.

Please contact us with questions, comments, and farm to school successes of your own. With this toolkit we can continue to learn and share with each other. We'd love to hear from you!

A Bremerton School District student is excited to sample a variety of sweet peppers.
General Farm to School Resources from WSDA
# Tools and Templates from WSDA

## Washington Grown Produce Seasonality Chart

**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) the “Price per Pack” column, if you choose to do so (See EXAMPLE).

<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>
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</thead>
<tbody>
<tr>
<td>Asparagus</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Smith Farm Yakima, WA</td>
<td></td>
</tr>
<tr>
<td>Blueberries, fresh</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Black-eyed Peas</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
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<tr>
<td>Broccoli</td>
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<td></td>
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### Asparagus

<table>
<thead>
<tr>
<th>Basis</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>Whole</td>
<td>3.2</td>
<td>3/8 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td></td>
<td>4.8</td>
<td>1/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>$</td>
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</table>

### Black-eyed Peas

<table>
<thead>
<tr>
<th>Basis</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>Shelled</td>
<td>6.9</td>
<td>3/8 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td></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</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>
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</thead>
<tbody>
<tr>
<td>Whole</td>
<td>7.7</td>
<td>3/8 cup</td>
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<td>0.0</td>
<td>$</td>
<td>$</td>
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<tr>
<td></td>
<td>11.5</td>
<td>1/4 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>$</td>
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### Broccoli

<table>
<thead>
<tr>
<th>Basis</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>Fresh</td>
<td>6.5</td>
<td>3/8 cup</td>
<td>0</td>
<td>0.0</td>
<td>$</td>
<td>$</td>
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<tr>
<td></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?

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206-256-1874

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We’re here to help!

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