Buying Local on a Budget

Getting the most bang for your buck!

Andrea Alma & Abbie Nelson

July 14, 2019
Agenda

• See farm to school through a different lens – seeing the value of local purchasing

• Practical tips for buying local efficiently
Values → Farm to School Program
Values → Farm to School Program → Goals

Worth it!
What does ‘local’ food mean?

Motivators of local food procurement

- Support local economy and farmers
- Freshness and quality
- Meet consumer demand/increase participation rates
VALUES: standards or principles that have a major influence on our thinking, feeling and behavior.

‘Local’ is a proxy for specific attributes or values!
Decision making can be:

**Values – Based**
- Impact on the community we serve
- What practices does this purchase support
- How does this purchase impact the environment
- How does this purchase impact individual health

**Price - Based**
- What is the lowest price for the volume I need
- What will this product cost including labor needed to utilize it (scratch vs processed)

...OR Both!
Creating a Local & Values-Based Purchasing Action Plan

Each institution has a unique set of priorities, challenges, and values that determine what food they purchase, how much of it they'll buy, where that food comes from, and how it will be used. This worksheet is designed to help you articulate your food values, what program considerations and logistics impact your purchasing, and how these factors determine your goals toward local/regional and values-based purchasing.

Once you've completed this worksheet, you will be able to better communicate the good work your Food/Nutrition Program is doing to purchase local and values-based products.

1) Values

When we buy food we unconsciously use a set of values that determine our purchasing. These values may include issues such as: quality, cost, convenience, origin, labor, safety, production practices, distribution, economic impact, and sustainability.

The first step in creating a successful Local and Values-Based Purchasing Action Plan is to articulate the values of the customers, community, and food/nutrition program staff. To complete the boxes below, it's important to gather information from each group on their values. The different groups may have shared, similar, different, or even conflicting values - there are no wrong answers!

<table>
<thead>
<tr>
<th>Food/Nutrition Program</th>
<th>Community</th>
<th>Customers</th>
</tr>
</thead>
</table>

At ____________________________, we support:

...
Food/Nutrition Program

Cost – affordable
Quality – fresh
Supporting local economy

Community

Quality – homemade
Origin – local is good!
Great tasting

Customers

Cost – not too expensive
Convenience – easy to eat
Exciting – Variety
Values Statement Example:

A variety of fresh, local foods at an affordable price.
Creating a Local & Values-Based Purchasing Action Plan

Copy your value statements from Side 1. Keep referring as you complete the rest of the worksheet.

We support:

2) Program Considerations & Logistics

In addition to values, consider the logistics and realistic constraints that impact what your food or nutrition program can purchase. What limitations do your customers and your program face? These might include time, budget/cost, familiarity with foods, cafeteria or kitchen design, equipment available, etc.

Program/Staff

Customers

<table>
<thead>
<tr>
<th>Program/Staff</th>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>

Use the values and program considerations above to inform what you’re able to purchase and how you will use it. Consider factors such as seasonality, whole vs. processed foods, special projects or events, your daily menu, and salad bars or other opportunities to highlight your ingredients:

What will you purchase?

How will you use the food?

3) Your Purchasing Goals

Indicate what foods you will purchase in each category. Some of the things that will influence who you purchase from are product availability, if you have direct relationships with farmers, what distribution support you need, and your contracts.

Local community/county | Vermont | Regional/Other

<table>
<thead>
<tr>
<th>Local community/county</th>
<th>Vermont</th>
<th>Regional/Other</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Make clear, specific goals to guide your purchasing decisions, such as percentage of budget from farms in your county or Vermont, a percentage of fair trade or antibiotic-free product, highlighting one local or regional product to your customers daily. Use this section to inform your customers about your support of the local and regional food system.

Our goals are:

<table>
<thead>
<tr>
<th>Our goals are:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>
Goals for Local and Regional Tiered Buying

Our region

Our state

Ultra-local-
our county

USDA OFFICE of COMMUNITY FOOD SYSTEMS
Determine which farms or suppliers to purchase from in each tier.

**Consider factors such as:**
- Product availability
- Direct relationships with farmers
- Distribution support
- Your contracts

<table>
<thead>
<tr>
<th>Local community/county</th>
<th>Vermont</th>
<th>Regional/Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>10 % seasonal vegetables from our County</td>
<td>VT Orchard apples and cider year round</td>
<td>Meats and milk raised on family-owned farms</td>
</tr>
<tr>
<td></td>
<td>Maple syrup</td>
<td></td>
</tr>
</tbody>
</table>
Local purchasing at:
Very Cool Elementary School

Our values:
A variety of fresh, local foods at an affordable price

Our goals:

In our area: 10% of fall produce within our county

All our apples and cider from Allenholm Orchards, VT maple syrup

In Vermont:

Regionally: Meats and milk raised on family-owned farms

Created by: [Image]
For more information visit www.nofavt.org/F21
MENU ACTIVITY
<table>
<thead>
<tr>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Contact us at:</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 Cheesy Breadsticks w/ Marinara Sauce</td>
<td>4 Homemade Mini Meatloaf</td>
<td>5 Rotini w/ Meat Sauce or Pesto</td>
<td>6 Kickin BBQ Chicken on a Whole Wheat Bun</td>
<td>7 Quesadillas</td>
<td>USDA is an equal opportunity provider and employer.</td>
</tr>
<tr>
<td>Green Beans</td>
<td>Mashed Potatoes</td>
<td>Kale Salad</td>
<td>Roasted Potatoes</td>
<td>Chicken &amp; Cheese or Broccoli Pesto &amp; Cheese</td>
<td>Fat Free Chocolate and 1% White Milk Served Every Day.</td>
</tr>
<tr>
<td>Roasted Zucchini</td>
<td>Roasted Chick Peas</td>
<td>Homemade Dinner Rolls</td>
<td>Carrot Cranberry Salad</td>
<td>Salsa / Sour Cream / Corn Orange SMILES</td>
<td>MENU SUBJECT TO CHANGE</td>
</tr>
<tr>
<td>FRESH FRUIT &amp; VEGGIE BAR</td>
<td>Herbied Dinner Roll</td>
<td>Cottage Cheese</td>
<td>FRESH FRUIT &amp; VEGGIE BAR</td>
<td>SW Rice &amp; Bean Soup</td>
<td></td>
</tr>
<tr>
<td>10 Macaroni &amp; Cabot Cheese</td>
<td>11 FRESH FRUIT &amp; VEGGIE BAR</td>
<td>12 FRESH FRUIT &amp; VEGGIE BAR</td>
<td>13 FRESH FRUIT &amp; VEGGIE BAR</td>
<td>14 Egg Salad in a WW Roll</td>
<td></td>
</tr>
<tr>
<td>Broccoli</td>
<td></td>
<td></td>
<td></td>
<td>Butternut Squash Soup</td>
<td></td>
</tr>
<tr>
<td>Delicata Smiles</td>
<td></td>
<td></td>
<td></td>
<td>Roasted Broccoli</td>
<td></td>
</tr>
<tr>
<td>FRESH FRUIT &amp; VEGGIE BAR</td>
<td></td>
<td></td>
<td></td>
<td>Hummus and Veggie Stick Dippers</td>
<td></td>
</tr>
<tr>
<td>17 Penne Pasta w/ Chicken Alfredo or Cheesy Alfredo Sauce</td>
<td>18 Shepards Pie or Warm Lentils &amp; Spinach</td>
<td>19 Golden Grilled Ham &amp; Cheese or Grilled Cheese</td>
<td>20 NO SCHOOL</td>
<td>NO SCHOOL</td>
<td></td>
</tr>
<tr>
<td>Garden peas</td>
<td>Mashed Potatoes</td>
<td>Carrot Apple Slaw</td>
<td>In-service Day</td>
<td>In-service Day</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Green Beans</td>
<td>Broccoli Spears</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Carrot Muffin</td>
<td>Tomato Tortellini Soup</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>FRESH FRUIT &amp; VEGGIE BAR</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>24 Italian Spaghetti w/ Meatballs &amp; Marinara Sauce</td>
<td>25 Home Style</td>
<td>26 NEW! Calzones</td>
<td>27 Brunch for Lunch</td>
<td>28 It's a Wrap</td>
<td></td>
</tr>
<tr>
<td>Garlic Bread</td>
<td>Chicken &amp; Biscuit</td>
<td>Cheesy Calzone w/ Marinara Sauce</td>
<td>Scrambled Eggs</td>
<td>Bacon, Turkey &amp; Cheese</td>
<td></td>
</tr>
<tr>
<td>Green Beans</td>
<td>w/ seasonal Veggies</td>
<td>Honey Carrot Coins</td>
<td>Sausage Link</td>
<td>Or Roasted Veggie &amp; Cheese Wrap</td>
<td></td>
</tr>
<tr>
<td>FRESH FRUIT &amp; VEGGIE BAR</td>
<td>Winter Squash</td>
<td>Edamame Beans</td>
<td>Steamed Broccoli</td>
<td>Butternut Soup</td>
<td></td>
</tr>
<tr>
<td>31 HAPPY HALLOWEEN Bat Wings</td>
<td></td>
<td></td>
<td>French Toast Stick w/ Syrup</td>
<td>Apple sauce Cake</td>
<td></td>
</tr>
<tr>
<td>Creepy Coleslaw</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Boolicious Baked Beans</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spookerdoodle Cookie</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FRESH FRUIT &amp; VEGGIE BAR</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

We are happy to be working w/ the following local farmers: Every Day: Harvey Smith Family Farm, Lewis Creek Farm, Last Resort Farm, Norris Berry Farm, Lakumiere, Maple Meadows, Champlain, Misty Knoll. We bring local products to our school cafeteria.
### Balancing meal costs and using local foods

<table>
<thead>
<tr>
<th>Local foods:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chicken drumsticks $1.00/2oz servings</td>
</tr>
<tr>
<td>Apples $.20/serving</td>
</tr>
<tr>
<td>Carrots, beets, parsnips-each $.30 per 4 oz</td>
</tr>
<tr>
<td>Winter squash: $.15/oz</td>
</tr>
<tr>
<td>Eggs $3.00/dozen ($.25/large egg)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>USDA Foods:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frozen vegetables: $.10/serving</td>
</tr>
<tr>
<td>DoD fresh apples: $.19/serving</td>
</tr>
<tr>
<td>Chicken drum sticks: $.55/serving 2 oz</td>
</tr>
<tr>
<td>Canned chick peas: $.05/oz</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>From the distributor:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hummus: $.19/oz</td>
</tr>
<tr>
<td>Winter squash: $.10/oz</td>
</tr>
<tr>
<td>Whole potatoes &amp; carrots $.10/serving</td>
</tr>
<tr>
<td>Frozen WW biscuit or roll $.15 each</td>
</tr>
<tr>
<td>Eggs $1.25/dozen ($.11/large egg)</td>
</tr>
</tbody>
</table>

#### Example Menu:

- Egg Salad in a WW Roll
- Butternut Squash Soup
- Roasted Broccoli
- Hummus and veggie stick dippers
- Apple

Total food cost (not milk): $ [Insert calculation]

- Barbeque chicken drum sticks
- Roasted roots
- WW biscuit
- Apple slices

Total food costs (not milk): $ [Insert calculation]
Egg Salad in a WW Roll - $0.22 + $0.15
Butternut Squash Soup - $0.30
Roasted Broccoli - $0.10
Hummus and veggie stick dippers - $0.05 + $0.30
Apple - $0.20

Total food cost (not milk): $1.17

Barbeque chicken drum sticks - $1.00
Roasted roots - $0.30
WW biscuit - $0.15
Apple slices - $0.19

Total food costs (not milk): $1.64

Local foods:
- Chicken drumsticks $1.00/2oz servings
- Apples $.20/serving
- Carrots, beets, parsnips-each $.30 per 4 oz
- Winter squash: $.15/oz
- Eggs $3.00/dozen ($0.25/large egg)

USDA Foods:
- Frozen vegetables: $.10/serving
- DoD fresh apples: $.19/serving
- Chicken drum sticks: $.55/serving 2 oz
- Canned chick peas: $.05oz

From the distributor:
- Hummus: $.19/oz
- Winter squash: $.10/oz
- Whole potatoes & carrots $.10/serving
- Frozen WW biscuit or roll $.15 each
- Eggs $1.25/dozen ($.11/large egg)
How can local products be introduced in ways that minimize costs for both the school and the farm/distributor?
Let’s find efficiencies on three levels:
School Food Service Budget
School Food Service Budget

- Food
- Supplies & Equipment
- Labor
Food Supplies & Equipment Labor

[Image of a plate of food with a slice of turkey, mashed potatoes, carrots, and an apple.]

[Text: USDA Office of Community Food Systems]
How it’s Menu’ed Matters!

**Marketed Feature**
- High “feel good” value
- Tells a story
- Teaches a lesson
- Highlights a partnership
- Raise awareness

**Trial Run or Taste Test**
- Small quantity
- Try out a process
- Try out a recipe

**Regular Menu Item**
- Cost-effective
- Efficient process
- Staff buy-in
- Student buy-in
Farm Budget
Farm Budget

Inputs (fertilizer, seeds, gas, boxes)

Labor (harvesting, delivery, marketing, sales)

Land, Equipment

USDA OFFICE OF COMMUNITY FOOD SYSTEMS
How can a local product fit into that chain in a way that minimizes additional labor, supplies, equipment or food cost?
How busy is a farmer?

Insanely busy!
Super busy
Very busy
Kinda busy
Planning
Groove/Vacation

January  February  March  April  May  June  July  August  September  October  November  December
Volumes matter!

Distributor Budget

Real Estate, Trucking

Labor (Planning, Customer Service, Receiving, Packing, Delivery)

Insurance, Food Safety
<table>
<thead>
<tr>
<th>Produce Item</th>
<th>Product Description/Usage</th>
<th>Wash/Pack Description</th>
<th>Delivery Quantity/Frequency</th>
<th>Total 18-19 Quantity</th>
<th>Additional Notes</th>
<th>Price, typical pack size</th>
<th>Price, bulk pack (e.g. 500# tote)</th>
<th>Expected Months Available</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples</td>
<td>Large baking apple (bigger the better), hard and flavorful. Will peel and cut for apple crisp or other baked recipes. Cosmetic imperfections ok since they will be peeled and cooked.</td>
<td>Fully washed 40# case</td>
<td>80 - 40# cs delivered once in Nov and once in Feb</td>
<td>160 cs total</td>
<td>Farmers encouraged to specify varieties, months available, and case counts.</td>
<td>$_______ per 40# case</td>
<td>$_______ per pound (bulk pack)</td>
<td></td>
</tr>
<tr>
<td>Asparagus</td>
<td>For steaming and roasting as a hot side dish. Some size variation ok. Minimal blemish ok.</td>
<td>Rinsed, free of debris/soil, 1# bunches.</td>
<td>Two 200# deliveries in May</td>
<td>400#</td>
<td>N/A</td>
<td>$_______ per pound (packed in 11# or 28# cases)</td>
<td>N/A</td>
<td></td>
</tr>
<tr>
<td>Beet</td>
<td>For dicing and roasting as a hot side dish. Large sizes preferred (ie. baseball sized or larger). Some misshape ok.</td>
<td>Rinsed, free of debris/soil. Trimmed, bulk, no leaves, minimal stems.</td>
<td>300-400# per month, Oct thru March</td>
<td>2,000# total</td>
<td></td>
<td>$_______ per pound (packed in 25# sacks)</td>
<td>$_______ per pound (bulk pack)</td>
<td></td>
</tr>
<tr>
<td>Beet, Golden</td>
<td>For dicing and roasting as a hot side dish. Large sizes preferred (ie. baseball sized). Some misshape ok.</td>
<td>Rinsed, free of debris/soil. Trimmed, bulk, no leaves, minimal stems.</td>
<td>Two 300# deliveries between Oct and March</td>
<td>600# total</td>
<td></td>
<td>$_______ per pound (packed in 25# sacks)</td>
<td>$_______ per pound (bulk pack)</td>
<td></td>
</tr>
</tbody>
</table>
### Locally Grown Update

<table>
<thead>
<tr>
<th>Week Of:</th>
<th>8/14/15</th>
<th>8/21/15</th>
<th>8/28/15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Asparagus</strong></td>
<td>Local grown in IA and MN</td>
<td>Local grown in IA and MN</td>
<td>Local grown in IA and MO</td>
</tr>
<tr>
<td><strong>Cucumbers</strong></td>
<td>Light</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Green Beans</strong></td>
<td>Light</td>
<td>Light</td>
<td>Vegetable Farm- St Anne, IL and Venmo County Produce- Rich Hill, MO</td>
</tr>
<tr>
<td><strong>Green Beans</strong></td>
<td>Light</td>
<td>Light</td>
<td>Vegetable County Produce- Rich Hill, MO</td>
</tr>
<tr>
<td><strong>Horseradish</strong></td>
<td>Light</td>
<td>Light</td>
<td>Light</td>
</tr>
<tr>
<td><strong>Golden Tomatoes</strong></td>
<td>Light</td>
<td>Light</td>
<td>Light</td>
</tr>
<tr>
<td><strong>Hirata Ken</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Red Rose Tomatoes</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Lettuce</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Lettuce</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Mushroom</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Mushroom</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Onion</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
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<tr>
<td><strong>Onion</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Potato</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
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<tr>
<td><strong>Potato</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Radish</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Radish</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Squash</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
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<tr>
<td><strong>Squash</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Tomato</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
<tr>
<td><strong>Tomato</strong></td>
<td>Medium</td>
<td>Medium</td>
<td>Medium</td>
</tr>
</tbody>
</table>

### Vegetables

**Asparagus:** Michigan has started with little demand, weather still a factor with cooler than usual temps, and weather has affected sales across a lot of commodities, Peru is moving right along with very good quality, and supply issues have eased up with Mother's Day over.

**Cucumbers:** We are now loading in Nogales, Arizona. Quality has been good, and markets are low. It's a good time to promote!

**Green Beans:** We have transitioned to loading in Georgia. Georgia is anticipating a good season as they have had favorable growing conditions to this point. Markets are stable.

**Green Bell Peppers:** We have started loading in Southern California, markets are stable. Quality and volume are excellent! In the coming weeks growers will begin harvest in Central California as well.

**Green Onions:** Green onion market price will remain steady for next week. Supply and quality have definitely improved. Recommended to promote.

**Green/red leaf lettuce:** Green leaf and the red leaf market will remain steady for next week. We are seeing improvement in the quality upon receiving. Recommended to promote!

**Cabbage:** We are currently loading in Georgia. Markets are stable.

**Cauliflower:** Cauliflower market will decrease for next week. Cauliflower is now loading out of Salina, CA. In Salina the cauliflower is trending to smaller sizing right now and we are being procted at loading. Markets are projected to be high for the next one to two weeks. Recommended to not promote.

**Celery:** Steamed celery and celery hearts will increase for next week. Supply is tight, and we are being procted on a daily basis and having to load non-Dole label. The cooler weather is slowing the growth of celery. Recommended not to promote.

**Corn:** Florida is winding down harvest. Georgia is shipping with great quality. Georgia's Sweet Corn crop is reported to be excellent. It's a great time to promote!

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Broadline Distributor – New Vendor Process

Selling Food to USDA

Overview
How the Process Works
Becoming an Approved Vendor
Purchase Programs: Solicitations & Awards
Pilot Project: Unprocessed Fruits & Vegetables
Product Specifications & Requirements
Web-Based Supply Chain Management (WBSCM) System
Small Business Opportunities
Contact Commodity Procurement
Annual Industry Meeting
Annual Purchase Summaries

Related Websites
Food & Nutrition Service (FNS)
Food Safety Inspection Service (FSIS)
Farm to School Resources
Know Your Farmer, Know Your Food
Office of Small & Disadvantaged Business Utilization (OSDBU)
Federal Business Opportunities (FBO)
Food & Drug Administration (FDA)
System for Award Management (SAM)

Qualification Bidders List
- USDA Vegetables, Fruit, & Tree Nuts (pdf)
- USDA Dairy, Grain, & Oils (pdf)
- USDA Livestock & Fish (pdf)
- USDA Poultry & Egg (pdf)

If you have any questions or concerns about the lists, please email NewVendor@ams.usda.gov

Step 1: Stay informed by subscribing & registering.
1. Subscribe to the AMS CP News to receive email notification of solicitations and awards (Note: receiving solicitations via AMS CP News does not make a vendor qualified to submit an offer.)
2. Subscription is voluntary and you may unsubscribe at any time.

Step 2: Understand the Master Solicitations.
Review the Master Solicitation for Commodity Programs (pdf)

Become a USDA Foods Vendor

Below are six recommended steps for becoming a USDA approved vendor. We strongly recommend that prospective vendors explore the resources and documents below prior to submitting an application package.

News & Announcements
- 03/26 USDA Vegetable Purchase Program Announced
- 03/21 USDA Fruit and Tree Nut Purchase Program Announced
- 03/19 USDA Vegetable Purchase Program Announced

Stay up to date on USDA food purchases

Recent Blogs
- 03/08 Food Safety in Numbers
- 10/27 USDA Foods: From American Farms to American Tables

I Trade Supplier Solutions
Re-Distribution Center (RDC)
Forward Warehouse Network
Quality Assurance
Packaging
Sales Plan
Freight and Facilities Document (FFD)
Corporate Billing
Proposal (Bid) Sheet
Legal Documents
Category Management & Step Process
Minimum Order/Lead Time
Sysco Acronyms
Supply Chain Freighter Document
Pages 62-72
Pages 73-76
Pages 53-50
Pages 59-61
Pages 45-52
Pages 20-23
Pages 12-19
Pages 2-6
Page dimensions: 960.0x540.0
Farm to school gets you good bang for the buck!
The “sticker price” may be deceiving!

Less waste!
Nutritional value!
Stays fresher longer!
Curriculum connection!
Investment in local community!
Convenient

Marketing!
Meal pattern!
Better Yield!
Tastes better!
Staff pride!
Parent engagement!
Participation increase!
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