Sourcing and Storing Local Fresh Foods for School Breakfast

Etienne Melcher, Senior Child Nutrition Program Coordinator
December 8, 2016
Agenda

- Sourcing Local Fresh Foods for School Breakfast
  - Erin Hysom, Program Analyst, Office of Community Food Systems, USDA

- Strategies for Keeping Fresh Produce Safe
  - Kevin Roberts, Director, Center for Excellence for Food Safety Research in Child Nutrition Programs

- Farm to School Breakfast in Putney School District
  - Herve Pelletier, Principal at Putney Central School, and Steve Hed, Sustainability Coordinator, Putney School District, VT

- Question & Answer
Sourcing Local Fresh Foods for School Breakfast

Erin Hysom, MPH, RD
FRAC Breakfast Matters
December 8, 2016
Objectives

• Understand the role of the Office of Community Food Systems
• Define local and identify what types of products may be purchased locally
• Explain the Four Key Concepts of local procurement
• Distinguish between formal and informal procurement methods
• Locate available local procurement resources
What is a Community Food System?

A food system in which food production, processing, distribution and consumption are integrated to enhance the environmental, economic, social and nutritional health of a particular place. In other words, the goal of the food system is the health (broadly defined) of the community it’s situated in.

Four values typically characterize community food systems – food security, sustainability, proximity, and self-reliance.
Farm to School
Farm to Summer
Farm to CACFP

+ + +

Community Food Systems or Farm to CNP
SCHOOL MEALS FEATURING LOCAL FOOD

- Lunch: 86%
- Breakfast: 54%
- Fresh fruit and vegetable program: 22%
- Snacks: 20%
- Supper: 6%
What Does Local Mean?

- Within a radius
- Within a county
- Within a state
- Within a region

A district’s definition of local may change depending on the:

- Season
- Product
- Special events
What Types of Products?

- Vegetables
- Meat, Poultry, and Fish
- Beans, Grain, and Flour
- Dairy
- Fruit
- Eggs
Integrating Local Foods

- Menu audit for local
- Harvest of the month program
- Ingredient substitution
- New recipe development
- Themed menus for special events
Procurement Principles and Regulations
4 Key Concepts

1) American Grown
2) Knowledge of State and Local Regulations
3) Competition
4) Responsive and Responsible
The National School Lunch Act requires schools to purchase domestically grown and processed foods to the maximum extent practicable.
2

Procurement Rules

• Be familiar with all procurement requirements, at the federal, state and local levels
• Schools are responsible for complying with all levels of regulations.
  » In some cases, state and federal regulations may be in conflict with each other.
Competition is essential to ensure low cost and good quality of goods and services.
Responsive and Responsible

Awards must be made to vendors that are responsive and responsible:

• Responsive means that the vendor submits a bid that conforms to all terms of the solicitation
• Responsible means that the vendor is capable of performing successfully under the terms of the contract
Procurement Methods
Procurement Methods

≤ Small Purchase Threshold >

(Federal Threshold = $150,000)

- Informal
  - Small Purchase
    (Requires price quotes from at least 3 bidders)
  - Micro Purchase
    (value of purchase may not exceed $3,000)

- Formal
  - Sealed Bids (IFBs)
  - Competitive Proposals (RFPs)
    (Requires public advertising)
The Informal Procurement Process

1. Draft specifications in writing

2. Identify and notify at least 3 sources eligible, able, and willing to provide products

3. Evaluate bidders’ responses to your specifications

4. Determine most responsive and responsible bidder at lowest price and award contract

5. Manage the contract
The Formal Procurement Process

1. Develop solicitation
2. Publicly announce the IFB/RFP
3. Evaluate bidders’ responses to your specifications
4. Award the contract to the most responsive and responsible bidder at the lowest price
5. Manage the contract to ensure compliance
Sections of a Solicitation

- Contract Type
- Introduction/Scope
- General Descriptions of Goods and Services (AKA Specifications)
- Timelines and Procedures
- Technical Requirements
- Evaluation Criteria
Sections of a Solicitation

• Contract Type

• **Introduction/Scope**
  
  » Ex. Farm to school is a priority and want to include as much local as possible. Our goal is to serve 20% local products.

• **General Descriptions of Goods and Services (AKA Specifications)**
  
  » Ex. Product specifications

• **Timelines and Procedures**

• **Technical Requirements**
  
  » Ex. Determine responsive and responsible vendors

• **Evaluation Criteria**
Food Education
Resources
42% of districts surveyed by USDA say they participate in farm to school activities. That’s...

5,254 DISTRICTS  42,587 SCHOOLS
Regional Leads

Andrea Northup, MPRO
Kristie Hubbard, WRO
Rachel Spencer, SWRO
Samantha Benjamin-Kirk, SERO
Jenna Segal, MWRO
Tegan Hagy, MARO
Danielle Fleury, NERO
Contact Info

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Erin.Hysom@fns.usda.gov
Strategies for Keeping Fresh Produce Safe

Breakfast Matters Webinar
Sourcing and Storing Local, Fresh Foods for School Breakfast

Presented by: Kevin R. Roberts, PhD
Associate Professor and Director

December 8, 2016
Our Mission

- To conduct food safety research that meets the needs of Food and Nutrition Service’s nutrition assistance programs and disseminate results to a variety of targeted audiences including school food service directors, child nutrition program operators, scientists, policy makers, educators, and practitioners.
Partnerships
Center of Excellence Leadership Team

Kevin R. Roberts, PhD  
Center Director  
Associate Professor

Kevin L. Sauer, PhD, RDN, LD  
Associate Professor

Carol Shanklin, PhD, RD  
Professor
Center of Excellence Team Members

Kerri Cole
Project Coordinator

Paola Paez, PhD
Research Associate Professor

Graduate Research Assistants

Michelle Alcorn, MS

Tracee Watkins, MBA
Tips for Receiving Produce

• Check Produce BEFORE the truck leaves
  - Verify quantity
  - Check temperature
  - Evaluate quality & condition
  - Cut for internal defects & ripeness
  - Check dates of fresh-cut products

• Request that fresh fruit and vegetable deliveries are not made on Friday.
Tips for Storing Produce

Do not wash fresh fruits and vegetables “before” storing
## Tips for Storing Produce

### Dry Storage (55-65°F)

<table>
<thead>
<tr>
<th>Produce</th>
<th>Produce</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bananas</td>
<td>Garlic</td>
</tr>
<tr>
<td>Onions</td>
<td>Potatoes</td>
</tr>
<tr>
<td>Pumpkins</td>
<td>Tomatoes</td>
</tr>
<tr>
<td>Sweet Potatoes</td>
<td>Watermelons</td>
</tr>
<tr>
<td>Winter Squash</td>
<td></td>
</tr>
</tbody>
</table>
## Tips for Storing Produce

<table>
<thead>
<tr>
<th>Refrigerated Storage</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples</td>
<td>Broccoli</td>
</tr>
<tr>
<td>Cabbage</td>
<td>Carrots</td>
</tr>
<tr>
<td>Cauliflower</td>
<td>Celery</td>
</tr>
<tr>
<td>Corn</td>
<td>Cucumbers *</td>
</tr>
<tr>
<td>Fresh-cut Grapes</td>
<td>Grapes</td>
</tr>
<tr>
<td>Green Beans *</td>
<td>Lettuce</td>
</tr>
<tr>
<td>Oranges *</td>
<td>Peppers *</td>
</tr>
<tr>
<td>Spinach</td>
<td>Strawberries</td>
</tr>
</tbody>
</table>

* Store at 45-50°F
### Tips for Storing Produce

#### Ethylene Sensitivity

<table>
<thead>
<tr>
<th>Ethylene Sensitive</th>
<th>Ethylene Producers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Broccoli</td>
<td>Apples</td>
</tr>
<tr>
<td>Cabbage</td>
<td>Avocados</td>
</tr>
<tr>
<td>Cauliflower</td>
<td>Bananas (ripe)</td>
</tr>
<tr>
<td>Leafy Greens</td>
<td>Melons</td>
</tr>
<tr>
<td>Lettuce</td>
<td>Pears</td>
</tr>
<tr>
<td>Bananas (unripe)</td>
<td>Stone Fruits</td>
</tr>
<tr>
<td></td>
<td>Tomatoes</td>
</tr>
<tr>
<td></td>
<td>Squash</td>
</tr>
</tbody>
</table>
A one-week training course designed to help school foodservice staff identify and manage food safety risks associated with fresh produce.

Includes a combination of classroom training, laboratory instruction, and field trips.
  - Previous classes have visited fresh-cut processing facilities, produce distributors, a terminal market, and farms.
Covers all aspects of the fresh produce supply chain including growing, harvesting, storage, and preparation. Participants learn about:
- Understanding Good Agricultural Practices (GAPs) and Good Handling Practices (GHPs).
- Writing specifications for fresh and fresh-cut produce.
- Assessing produce upon receiving to ensure that it meets bid specifications.
- Storing fresh produce properly.
- Handling fresh produce during food preparation and service.
Attend Produce Safety University

@USDA Nutrition · Nov 21
Ask your State Agency to nominate you by 12/1 to attend 1 of the 5 week-long #ProduceSafetyU courses covering #foodSafety from farm to fork!

Congrats to the 33 graduates of #ProduceSafetyU at Univ. CA, Davis. Next session begins 4/11 in Ft. Lauderdale FL!
Resources (Free!)

USDA FNS Office of Food Safety
- Fact sheets, produce information sheets, videos, webinars, PSU information, etc.

Institute of Child Nutrition
- http://www.nfsmi.org/producesafety
- Fact sheets, lab videos, talking points, information about working with local growers and school gardens, safe handling posters, etc.

The Center of Excellence for Food Safety Research in Child Nutrition Programs
- http://cnsafefood.k-state.edu/
- Peer-reviewed research manuscripts on produce and other topics, research posters, contact information for Center staff if you have any questions, etc.
The Center has been funded, in part, with Federal funds from the U.S. Department of Agriculture. The contents of this presentation do not necessarily reflect the views or policies of the U.S. Department of Agriculture nor does mention of trade names, commercial products, or organizations imply endorsement by the U.S. Government or the Center.
Putney Central School
Putney, VT • www.putneycentral.org

Breakfast after the bell 2016
Demographics

PK-8 Program
170 Students
40-50% on F/R Meals
20 Faculty
Genesis

2013

Goal setting around food, nutrition, & PE programs

Existing programs found to be lacking

With support, formed PCS Farm to School Project

Expanded PE position from .8 to 1.0 FTE
Goals of PCS Farm to School Project

Educate students regarding the value of being familiar with the food stream: where our food comes from, how it is grown, transported, etc.

Take food service in-house, from procurement to prep

Purchase local, fresh food products wherever possible

Expand our existing school garden

Provide breakfast “After the Bell,” lunch, and a “light supper” for extended day activities.
The how

Secure school board support
Form in-house Farm to School Committee
Enlist support from, partner with local and state organizations
Commitments

Develop a sustainable vision for nutrition and health

Hire a Sustainability Coordinator/Co-director of food services

Partner with local vendors (veggie/dairy/meats)

Add sufficient personnel to support in-house food service

- Reasonable compensation, benefits
Breakfast After the Bell

**BEFORE**

12-15 kids/day

**AFTER**

Average 65 kids/day
COMMITMENT TO “LOCAL”
COMMITMENT TO OUR KIDS
National Anti-Hunger Policy Conference

Early Bird Registration January 13th: $350/person
Group and per day rates available too!
Register Today: http://www.antihungerpolicyconference.org/