



Welcome!

Bringing Farm Fresh to Your CACFP

Presenters: Megan Steele



TEXAS DEPARTMENT OF AGRICULTURE
COMMISSIONER SID MILLER





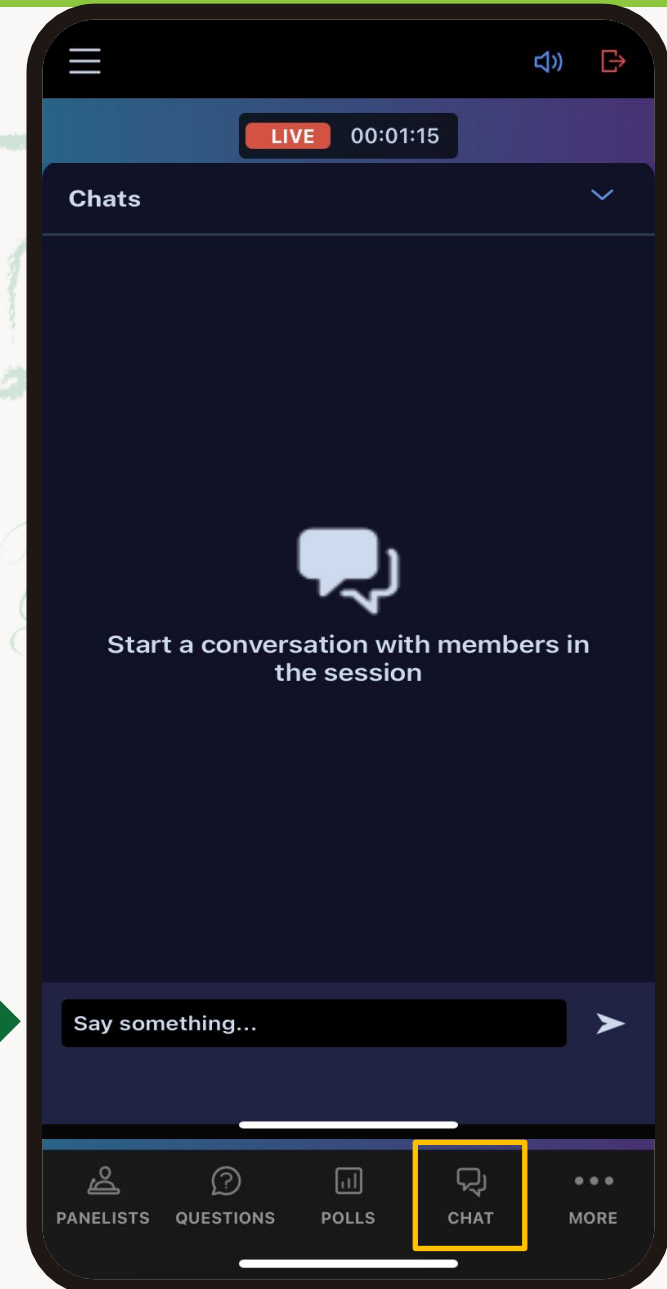
Acknowledgement Statement

You understand and acknowledge that:

- The training you are about to take does not cover the entire scope of the program; and that
- You are responsible for knowing and understanding all handbooks, manuals, alerts, notices, and guidance, as well as any other forms of communication that provide further guidance, clarification, or instruction on operating the program.



Submit ALL Questions Via The App





Presentation Overview

Local Procurement
Strategies

Networking

Resources



Objectives

Procure
Local
Products

Locate &
Network

Farm to
CACFP
Resources



What's the first
word that
comes to mind
when you hear
“farm fresh?”





Local Procurement Strategies and Opportunities




Why Source Local Foods?

Local Farmers and
Economy

Community
Connections

Fresh, Nutritious
Meals

A background image showing a pair of hands holding a wooden crate filled with various fresh vegetables, including carrots, potatoes, and leafy greens, on a rustic wooden surface.

What is
procurement?

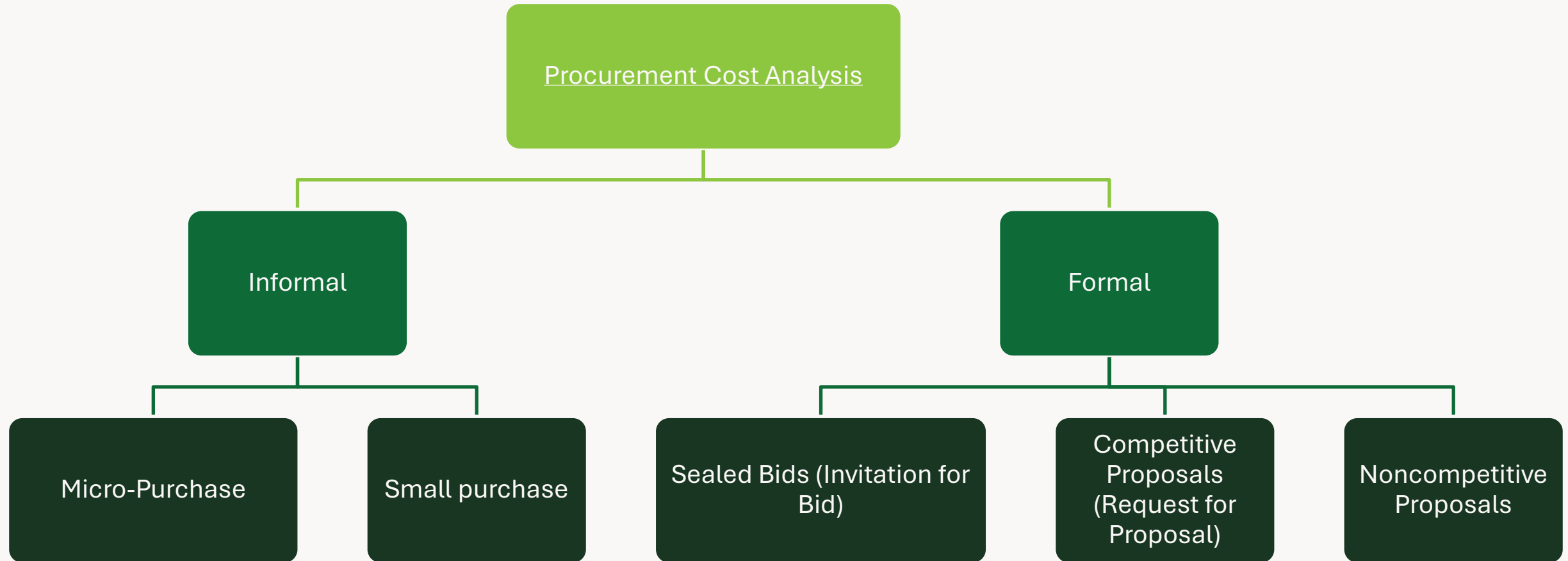


General Strategies

- Be flexible
- Unnecessary/burdensome requirements
- New vendor knowledge



Procurement Methods





The Informal Procurement Process





Micro-Purchase Procedure

Use it when

- Total value < \$10,000
- Single Quote

Program Operators must

- Written specifications, required terms, conditions, provisions
- Equity
- Documentation



Pop Quiz – is this a Micro-Purchase?

Active kids Afterschool Care wants to celebrate Farm Fresh Fridays by serving local produce as part of their snack program. The program operators purchased fresh strawberries and spinach from a farmer she met at a farmer's market. The total cost of the purchase is \$1,800.





Pop Quiz – is this a Micro-Purchase?

Active Kids Afterschool Care found that their participants loved the fresh produce from Fresh Foods Farm served on March 1st, so they decide to buy more fresh strawberries and spinach from Fresh Food Farms. The program operator purchased enough fresh strawberries and spinach for the snack program for \$1,800 for the week of March 8, and then again the week of March 15 from Fresh Food Farms. Considering the previous weeks purchases, is this the appropriate use of a micro-purchase?





Pop Quiz – is this a Micro-Purchase?

Growing Minds Preschool utilizes micro-purchases for their Farm Fresh Fridays program. Each week, the center purchases Texas- grown products from nearby small and medium-sized farms. Each purchase is approximately \$1,500. In the last three months, they have made 10 micro-purchases from eight different farms. While attending the annual CACFP conference, another provider mentioned that micro-purchases are reserved for emergency situations and that there is a limit to how many micro-purchases an operator can make in a year. Can Growing Minds utilize micro-purchasing for the next Farm Fresh Friday?





Things to Remember

- Competitive
- Lower threshold, restrictive regulation
- Funding agency



Micro-Purchase Review

Total Purchase
<\$10,000

Documented and
equitably distributed

Cannot split
arbitrarily or fall
below threshold

Most economical
procurement method
– funding agency or
local policy

Documentation
according to
procurement plan



Small Purchase Procedures

<\$50,000 or Local Threshold

3 quotes and a buy

Document Quotes

Responsive & Responsible
Vendors





Small Purchases

Develop Product Specifications

- Should not limit competition
- Local varieties and realistic

Solicit Quotes

- Contact vendors with specifications
- Consistent information

Document All Responses

- Record vendor bid constraints
- Prioritize price



Unique
Varieties

Freshness

Farm Size

Farm
Practices

Harvest
Technique

Crop
Diversity

Origin
Labeling

Proximity
to Site

Technical Requirements to Target Local Products



Using Geographic Preference





USDA Geographic Preference

CEs have the option to apply a “geographic preference” for local unprocessed or minimally processed products

- Use the terms “locally grown”, “locally raised”, or “locally caught” in bid specification
- Use a defined scoring advantage (e.g., additional credit or points given during the evaluation of responses to a solicitation)
- Adopt a mix of both strategies; or,
- Elect not to use any of these approaches.

When can you apply Geographic Preference?



To procure locally grown, locally raised or locally caught agricultural products that:

- Are unprocessed or minimally processed
- Retain their inherent character



What products apply to Geographic Preference?



Fruits

Vegetables

Grains

Eggs

Fish

Meats

Poultry

Dairy





Pop Quiz – Geographic Preference

Which of the following products qualify as “unprocessed”?



Dried Beans



Canned Beans



Hummus



Tortillas



Mixed Colored Carrots



Mixed Frozen Peas and Carrots





Geographic Preference Strategy – Using Local Terms and Bid Specification Example



A school usually buys whole apples for lunch service.

They'd like to begin sourcing only local apples.

Definition of Local: Must be grown within 200 miles of Imaginary Town

Original specification reads:

Apples, fresh, 125-138 count, whole and free from decay, injury, or disease.



Revised specification would read:

Local apples, fresh, 125-138 count, whole free from decay, injury, or disease.





Geographic Preference Strategy – Defined Scoring Advantage Example 1

	Laurie's Legumes	Paula's Pulses	Gary's Grains
Price = 60 pts	40	50	60
Three references, past history = 20 pts	20	20	20
Able to provide farm/facility tour = 5 pts	0	5	5
Ability to provide products sourced within the state = 15 pts	0	15	7
TOTAL = 100 pts	60	90	92



Geographic Preference Strategy – Defined Scoring Advantage Example 2



Mayberry ISD is purchasing fresh fruits and vegetables through a Request for Proposal

	Chefs' Distributor	Fresh Time Distributor	Acme Food Hub
Price	15	20	15
Product Quality	20	15	20
Grown within the State	5	10	20
Food Safety	20	20	20
Customer Service	15	15	15
Total Points	75	80	90

Local preferred, but not required

In this scenario, vendors may receive additional points based on a sliding scale for offering local unprocessed agricultural products. Points are awarded as follows:

- 75% or more = 20 points
- 50% or more = 10 points
- 25% or more = 5 points

Grown within the State included along other evaluation factors



Geographic Preference Strategy – Mix of Both Strategies Example

When buying a mixed order of fruits and vegetables:

Use local as a specification for products for which local is a requirement

Use a defined scoring advantage for products for where local is a preference

Solicitation for Unprocessed Fruits and Vegetables

Happy Place Child Care Centers
California

Tangerines

Locally grown, within a 150-mile radius of Sunny Town

Avocados

Locally grown, within a 150-mile radius of Sunny Town

Green beans

10-point preference for product within a 200-mile radius of Sunny Town



Summary

Increased
participation

More than
just F/V

Local
definition

Various
procurement
options

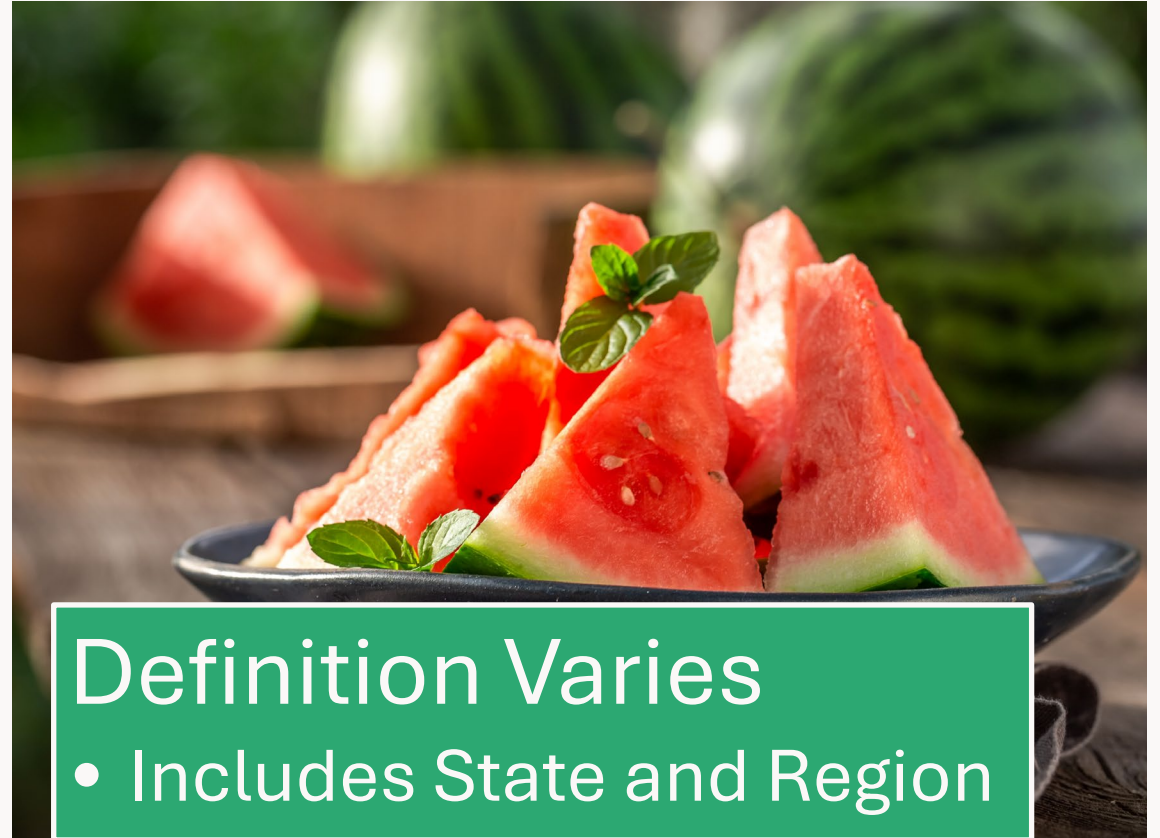
Reach out



Sources of Local Food



Defining Local



Definition Varies

- Includes State and Region



Sources of Local Food – Texas

- #2 – Cattle and Calves
- #5 – Milk and Milk Products
- #6 – Broiler Chickens
- #8 – Fresh Fruit
- #11 – Fresh Vegetables
- #13 - Wheat



Sources of Local Food

- Texas Farm Fresh Network
- Local Farmers Markets
- Contracted Distributor
- Cash in Lieu of Commodities





What Can You Purchase Locally?

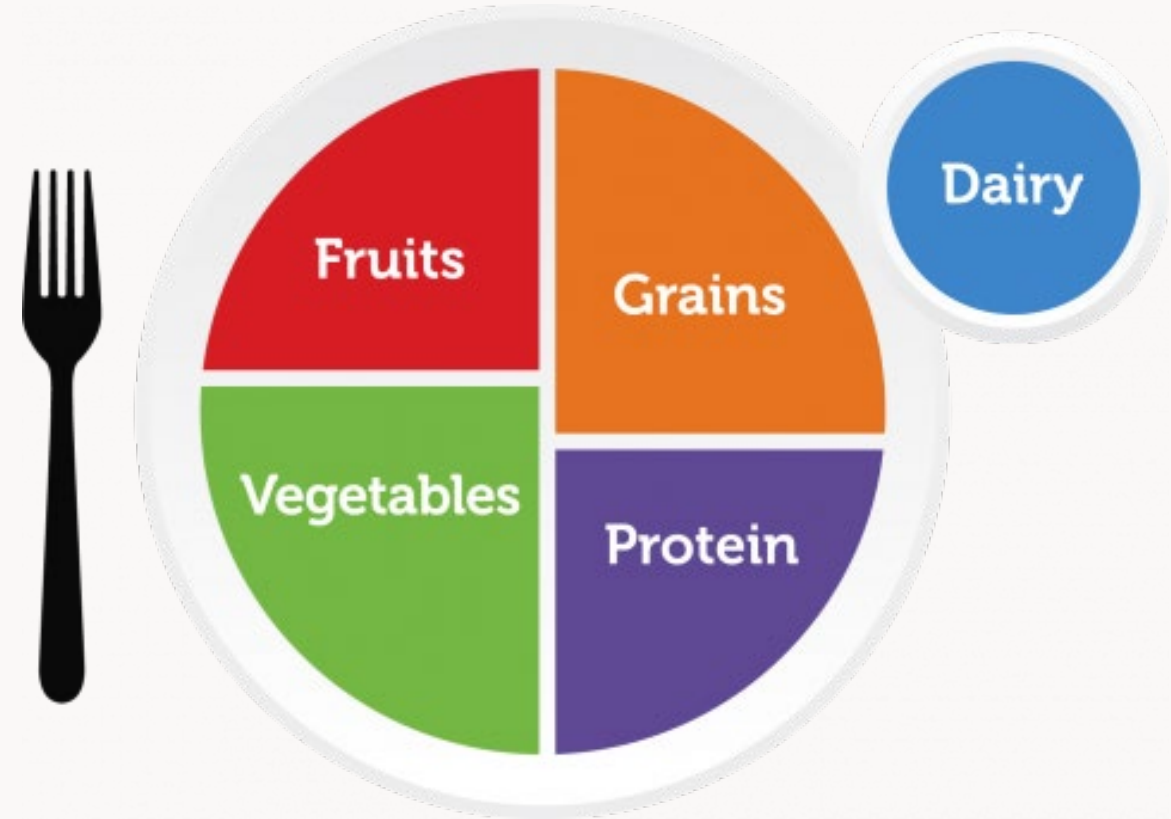
Proteins

Milk

Grains

Fruits

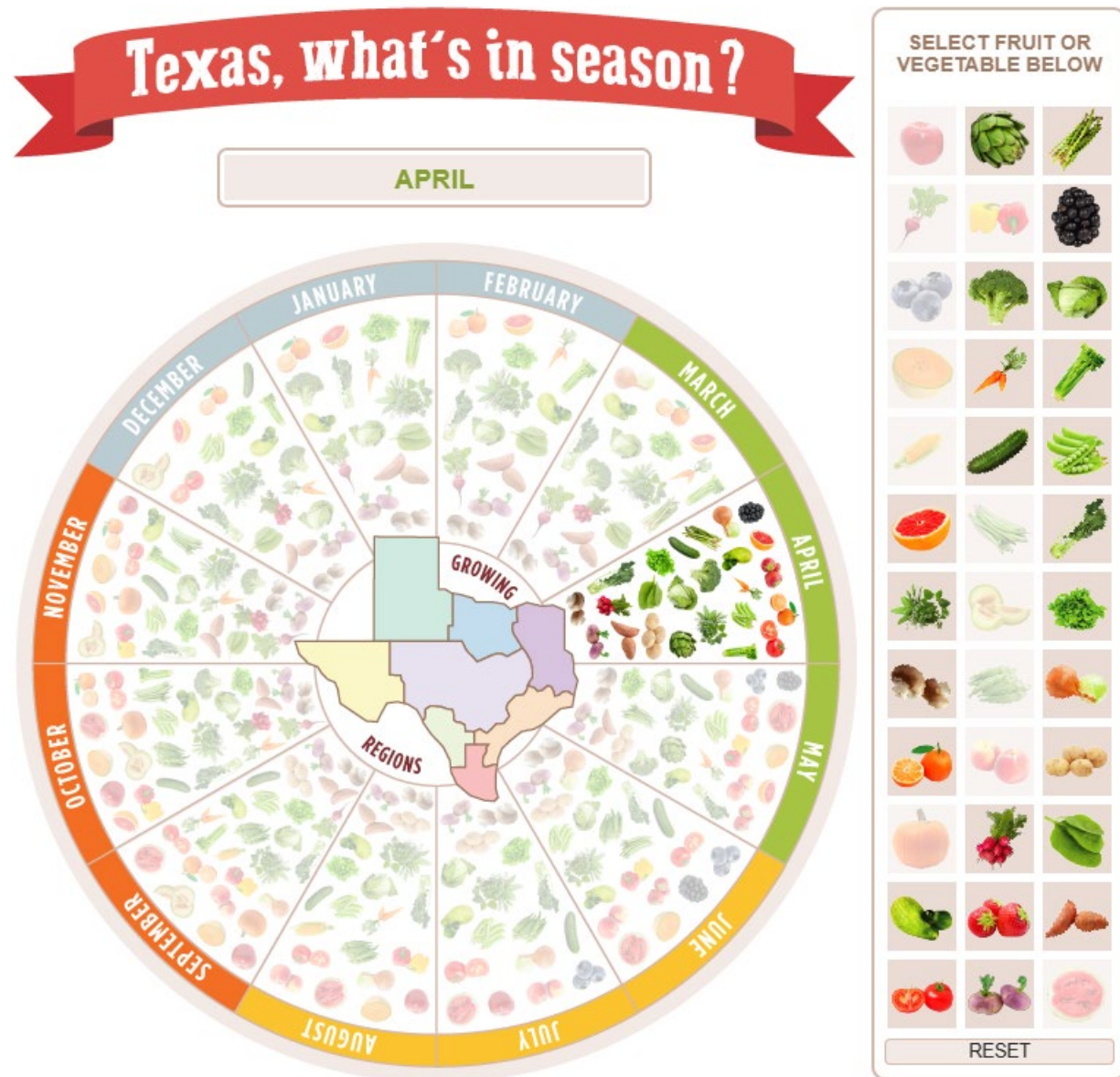
Vegetables





What's in Season?

Seasonality Wheel



Texas, what's in season?

APRIL

SELECT FRUIT OR
VEGETABLE BELOW



RESET



USDA's National On-Farm Markets Directory



Markets managed by a single farm operator that sells agriculture and/or horticultural products directly to consumers from a location on their farm or on property adjacent to that farm

Online Tools - TX

- Texas Farm Fresh Initiative
- Go Texan
- Sustainable Food Center
- Local Harvest
- Market Maker





Farm Fresh Challenge



HOMEGROWN & HEALTHY:
CREATING A FARM FRESH GENERATION



Farm Fresh Challenge



Complete the Challenge

Eat Local. Teach Local. Be Social.

Eat Local

Beginner Tier: Prime Participant

What to Serve: 3 local foods, representing 3 different meal components

How Often: once for the entire month

Intermediate Tier: Best of the Bunch

What to serve: 3 different local foods, representing 3 different meal components

How Often: each week of the challenge

***NEW* Expert Tier: Cream of the Crop**

What to serve: 6 different local foods, representing 3 different meal components

How Often: a minimum of two products served each week of the challenge

Teach Local

Beginner/Intermediate

Tiers: Host at least one educational activity during each full week of the challenge

Expert Tier: Same frequency of educational activities, but must meet additional requirements for two weeks

Be Social – use tags #FarmFreshTexas or #FarmFreshChallenge

Beginner/Intermediate

Tiers: Share at least one social media post during the challenge

Post: Facebook, Instagram, and/or X for the largest audience

Expert Tier: Share at least two social media posts during the challenge

Post: Facebook, Instagram, and/or X for the largest audience



Considerations

Questions for you to consider:

- How much storage space do you have?
- How much space do you have for prepping fresh products?
- Do you have flexibility to pick up products from local farmers/producers?
- Do you have kitchen equipment that will make it easier for cutting up and preparing fresh foods?

Questions for farmers or other local producers:

- Are they able to work with ECE programs that purchase smaller quantities?
- Will they deliver? Do they work with a local food hub or distributor that can deliver?
- If I purchase in bulk, can I receive a discount?
- Do they offer any items that are already processed (such as cut up fruits or vegetables)?
- Do they offer flash frozen products?





Group Discussion

Brainstorm
challenges in
working with local
farmers and
potential solutions



Farm to CACFP Activities & Resources



Funding and Grants for Farm to CACFP



USDA FARM TO
SCHOOL GRANTS



STATE AND LOCAL
FUNDING SOURCES



PRIVATE FOUNDATION
GRANTS



Farm to CACFP Activities

- Gardening Projects
- Farm Field Trips and Virtual Farm Tours
- Taste Test and Local Food Cooking Demos



Educational Activities & Resources



[Harvest for Healthy Kids](#)



[USDA'S Grow It, Try, Like it!](#)



[The Edible Schoolyard Project](#)



[Learn, Grow, Eat, & Go-Texas A&M Agrilife
Extension Service](#)



[National Farm to School Network](#)



[Farm Fresh Initiative](#)



Resources

- [National Farm to School Network](#)
- [USDA Team Nutrition](#)
- [Association of State Public Health Nutritionists](#)

National &
Federal
Resources



- State Department of Agriculture
- State Department of Education or Health
- State Farm to School Network

State & Local
Resources



- Local Food Hubs & Farmers Market
- University Cooperative Extension Offices

Farm & Local
Food Networks





Next Steps for Getting Started

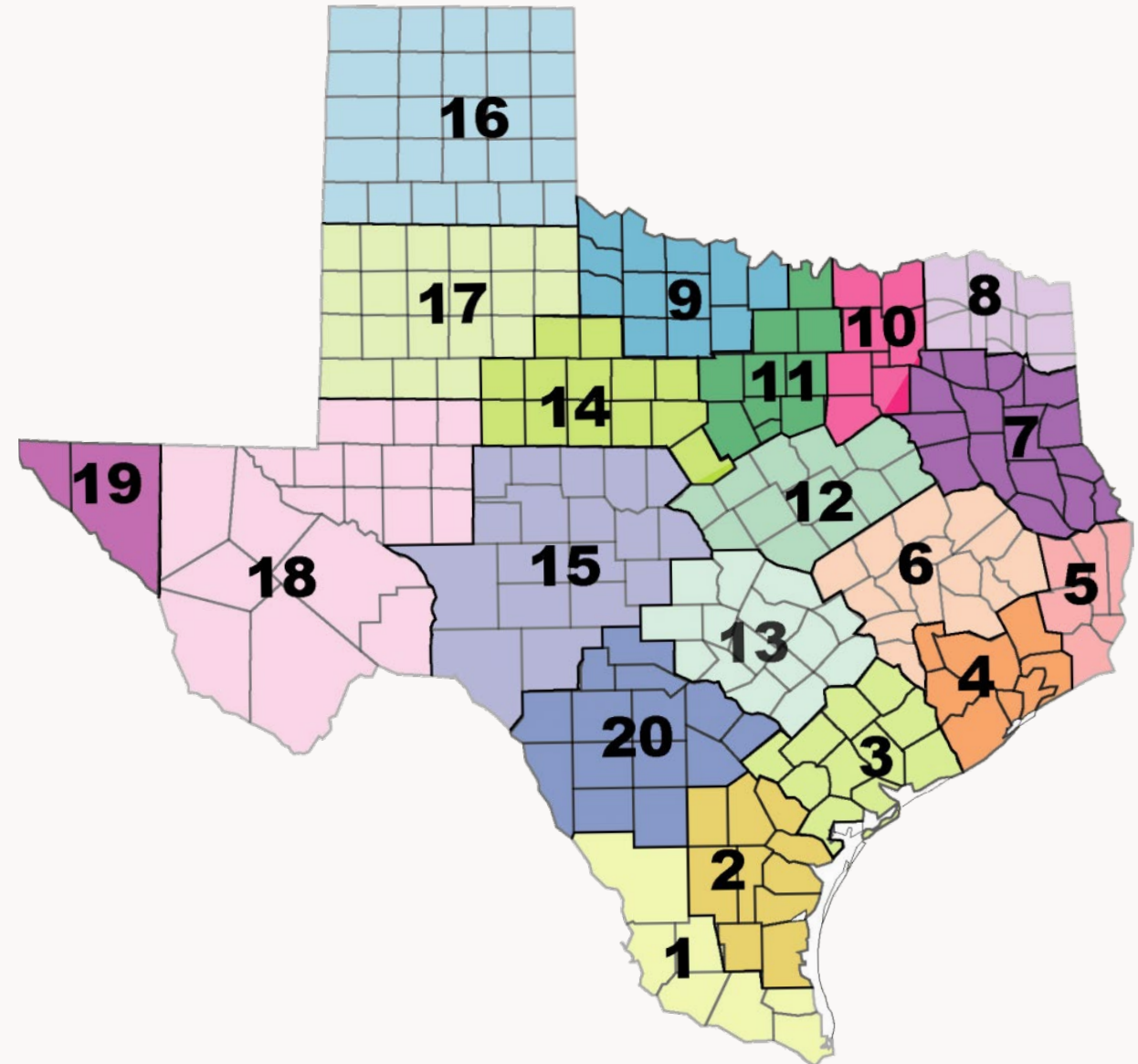
Local Sourcing
Opportunities

Build Relationships

Farm to CACFP



Education Service Centers





Contact Us!
FarmFresh@TexasAgriculture.gov





Leave Us Feedback In The App!



2:03

LTE 95%

Skip

Submit

Session feedback

1. Session Rating *



2. The content is relevant to my current role and applicable to my daily work

- ☐ Agree
☐ Disagree

3. I feel confident in applying the knowledge gained in this presentation. *

- ☐ Agree
☐ Disagree

4. The presenter's delivery of the content was effective. *

- ☐ Agree
☐ Disagree

5. The session was engaging and interactive.

- ☐ Agree
☐ Disagree

6. The presenter encouraged questions and discussions.

- ☐ Agree
☐ Disagree



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