



Welcome!

Farm to School and Early Care: *Best Practices from Farm Fresh All-Stars*

Presenters:

Jennifer Lengyel MS, RDN, LDN

Ryan Cengel MS, MA, RD, LDN, SNS

Marissa Bell MPH, RD, LD



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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.

Acknowledgement Statement



Texas Farm Fresh All-Stars



Jennifer Lengyel

TDA
Senior Nutrition
Specialist



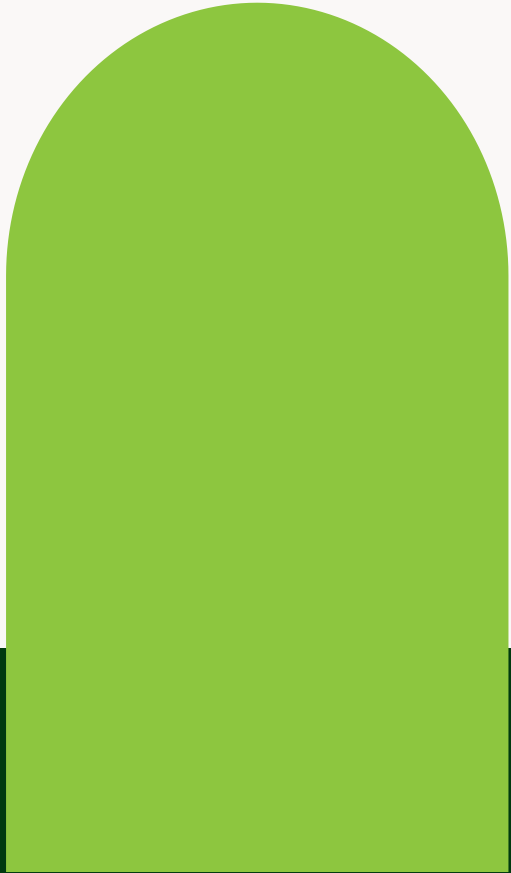
Ryan Cengel

Manor ISD
Director of Food &
Nutrition Services



Marissa Bell

Lake Travis ISD
Dietitian & Marketing
Coordinator





Agenda

Farm Fresh Initiative Updates

Opportunities

Farm Fresh All-Stars Best Practices

Q & A



Questions?





What's Your Farm Fresh Status?

Participant Poll

slido



What's your Farm Fresh Status?

① Start presenting to display the poll results on this slide.



Updates





Farm Fresh Initiative

CROPS Vision

Cultivate

Reimagine

Offer

Promote

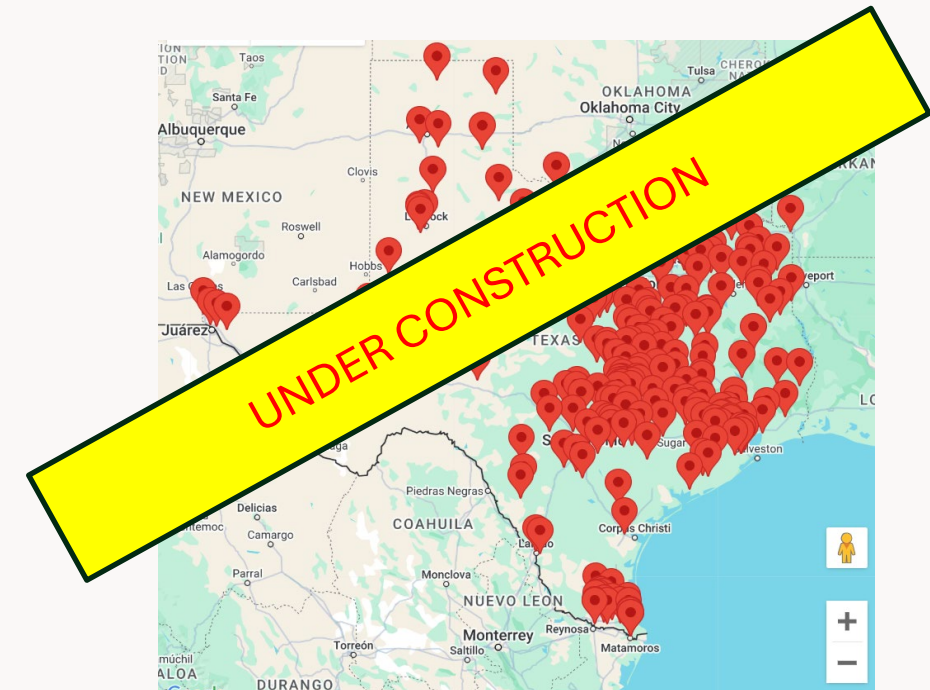
Strengthen



Farm Fresh Network

Connect with Local Producers

- Farm Fresh Network Map Renovation
- Temporary List Available
- Visit www.FarmFreshNetwork.org





Local Food for Schools Grant

> **\$15M** in Local Food Purchases

- THANK YOU to all participants
- LFS Success Stories
- MegaCon LFS Appreciation and Farm to School Networking Event





Farm Fresh Challenge

Serve Local. Teach Local. Share Local.

**Congratulations
FFC 2024 Recipients!**

17 Prime Participant
40 Best of the Bunch
75 Cream of the Crop





Questions?





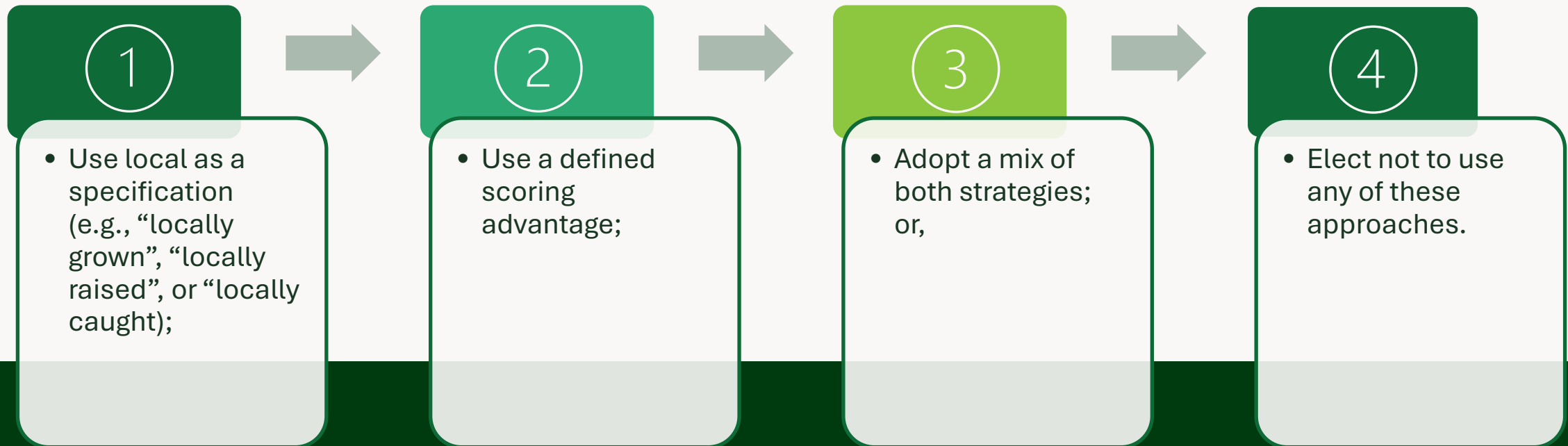
Opportunities





USDA Geographic Preference Expansion

For Procurement of Local Unprocessed Agricultural Products



Resources: [USDA Geographic Preference Final Rule Memo](#) and [USDA Partners Geo Pref webinar](#)



Texas FRESH TRAYS Program

COMING SOON: Farm to School and
CACFP Subgrants!!!



Visit [FRESH TRAYS website](#) for more information



Texas Farm Fresh Photos





Farm Fresh Opportunities

MyPlate FACES Grant

Food Ambassadors Changing Environments & Systems

SPICES Grant

Supporting Professionals in Innovation and Culinary Education



Farm Fresh All-Stars





Ryan Cengel MS, MA, RDN, LD, SNS

Manor ISD

Director of Food and Nutrition Services



Location

Central Texas, bordering Austin

Enrollment

10,061

17 Schools

8 Elementary Schools

1 K-8 Campus

3 Middle Schools

5 High Schools

Demographics

65% Hispanic

20% African American

8% White

7% Other

Texas





Operations

111 Employees

2,000,000 meals served annually

CEP District-wide

Programs

SBP (55% ADP), NSLP (78% ADP), CACFP At-Risk, SSO, FFVP

Local

Self-Serve Salad bars, all campuses

20% of produce served grown in Texas

Awards

5 HMI awards

TDA FFC Cream of the Crop



Procuring Local Proteins

Greener Pastures Chicken

Elgin, TX

- Sold at Central Market and Whole Foods
- Manor ISD serves Greener Pastures chicken wings monthly at secondary campuses
- Greener Pastures staff conducts farm visits at Manor ISD campuses multiple times per year





Procuring Local Proteins

The Common Market

- Mission-driven distributor
- Sustainable, local farm foods
- Connect Institutions and communities with Texas-grown food
- Fruits, vegetables, grains, proteins



Procuring Local Proteins

Central Texas Food Bank Hub

- Provides fruits, vegetables, and proteins from local farms
- Aggregated from local farms
- Sold to institutions, including schools



Local Procurement Recommendations

- Include local preference in district purchasing manual
- Write clear specs
- Always follow federal/state/local procurement guidelines
- Contact Local ESC for support



Local Preference Defined

Manor ISD Purchasing Manual

Apply a geographic preference when procuring unprocessed, locally grown, or locally raised agricultural products or locally made products to within 100 miles of Manor, TX and in the state of Texas if the product is not available within 100 miles of Manor, TX.



Manor ISD Specification

Cut Chicken Wings





Manor ISD Bid Evaluation

Cut Chicken Wings





Scoring Rubric

Cut Chicken Wings

Evaluation Criteria	Vendor 1	Vendor 2	Vendor 3
Price	40	35	30
Freshness	40	38	35
Geographic Origin	15	15	0
Cut Quality	15	15	15
Packaging and Storage	10	8	10
Delivery Availability	10	10	10
Supplier Documentation	8	8	10
Bonus Points	5	5	0
Total Points	143	134	110



Best Practices

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- Use TDA's Farm Fresh Network:



- Utilize local resources
- Work smarter, not harder



Questions?





Marissa Bell MPH, RD, LD

Lake Travis ISD

Dietitian & Marketing Coordinator



Location

Lakeway, TX

Enrollment

10,900

11 Schools

7 Elementary Schools (NSBP/NSLP)

3 Middle Schools (off-program)

1 High School (off-program)

Demographics

63% White

20% Hispanic-Latino

15% Other

2% African American



Operations

80 Employees

\$3M spent on total food annually

11% students eligible for free/reduced meals

Programs

NSBP (3% ADP)

NSLP (28% ADP)

Local

20.5% food budget spent on local food

Awards

TDA FFC Cream of the Crop



More than a Meal:

Marketing & Education





Best Practices

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- Use micro-purchasing as a flexible entry point
- Add geographic preference to specs and scoring criteria
- Evaluate vendors using a “good, better, best” scale
- [Utilize existing templates and resources](#)
- Request a list of local items from your distributor
- Build relationships with food hubs & aggregators



Central TX Food Hub Pilot

Farm

arrot





Central TX Food Hub Pilot

The Challenge

- Local food availability
- Distribution limitations
 - Schools want direct delivery > central warehouse
 - Farmer capacity to deliver to each campus
 - Complications when working with many vendors

**City of Austin, 2022 State of the Food System Report*



Central TX Food Hub Pilot

The Opportunity

- Local Food for Schools (LFS) Grant Program
- An institutional Central Texas Food Hub to connect small farmers to stable school markets by aggregating supply, making it easier for districts to source local food consistently and affordably.





Central TX Food Hub Pilot

The Approach

- School district(s) and Central Texas Food Bank (CTFB) Partnership
- CTFB: infrastructure, logistics & delivery
- Sustainable Food Center: regional availability and forecasting
- Leverage LFS grant funds
- Focus on long-term partnerships, not one-time purchases



CTX Food Hub

The Successes

- Increased access to fresh, local foods in school meals
- Established new regional supply chain that addresses challenges
- Engaged 5 regional producers in new and expanded Farm to School activities
- Built lasting relationships between local producers and schools



Lake Travis ISD

Specification & Evaluation Criteria

Beef Patty





Bids: Beef Patty

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Criteria	Description	Vendor 1	Vendor 2	Vendor 3
Price	Price per patty delivered Price per lb delivered	No response	\$1.57/patty \$6.27/lb	\$2.06/patty \$10.99/lb
Product Quality & Compliance	Product specifications (e.g., fat content, no additives, traceability, size, etc.)	No response	4oz patty 20-25% fat	3 oz patty 10% fat
Geographic Preference	Miles from LTISD	No response	185	248
Delivery	Ability to deliver to the required locations and meet delivery requirements.	No response	YES	YES
Production practices	Preference for sustainable and regenerative production practices.	No response	Pasture raised, rotational grazing, water conservation, renewable energy	Certified regenerative



Evaluation: Beef Patty

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Weighted Score	Vendor 1	Vendor 2	Vendor 3
Price (40%)	0	40	20
Product Quality & Compliance (20%)	0	10	20
Geographic Preference (20%)	0	10	10
Delivery (15%)	0	15	15
Production practices (5%)	0	2.5	5
TOTAL	0	77.5	70

Use Scoring Guide (0,5, or 10 points)





Leave Us Feedback In The App!



2:03 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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