



Harvesting MT Recipes with USDA DoD Fresh

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**Farm to School Summit
August 12, 2021**

Putting Montana Students First **A⁺**

SESSION CONCEPT

Team Nutrition
recipe contest
featuring 6 Montana
grown foods:

- Bison
- Beets
- Cherries/Chokecherries
- Lentils
- Winter Squash

- Support contest participation with USDA Foods
- Streamline purchasing
- Allow more time for promotion of new recipe with local foods

QUICK CHECK OF PARTICIPANTS

WHAT GROUPS ARE REPRESENTED IN TODAY'S SESSION?



- Schools
- Growers/Producers
- Distributors
- Industry Groups
- Advocacy Groups
- Government Partners
- Others?

WHY IS MT OPI HERE?

OPI oversees operation of federal School Nutrition Programs in Montana schools

- Nutrition requirements
- Reimbursement for meals served
- Benefit Issuance
- **Procurement**
- **Distribution of USDA Foods**



TOPICS FOR TODAY

Procurement Policies and Requirements

- What requirements schools have

USDA Foods and DoD Fresh

- Explanation of USDA Foods and role of OPI

Vendor Perspective

- Meeting contract requirements and ensuring satisfied customers

Procurement Requirements – at a Glance

Ingredients Used for School Menus

Purchasing Co-Ops

- MT Cooperative Services
- School Services of MT

Western MT Growers Co-Op

Commercial Food Distributors

- US Foods
- Sysco
- Quality Foods Distributing

School Gardens

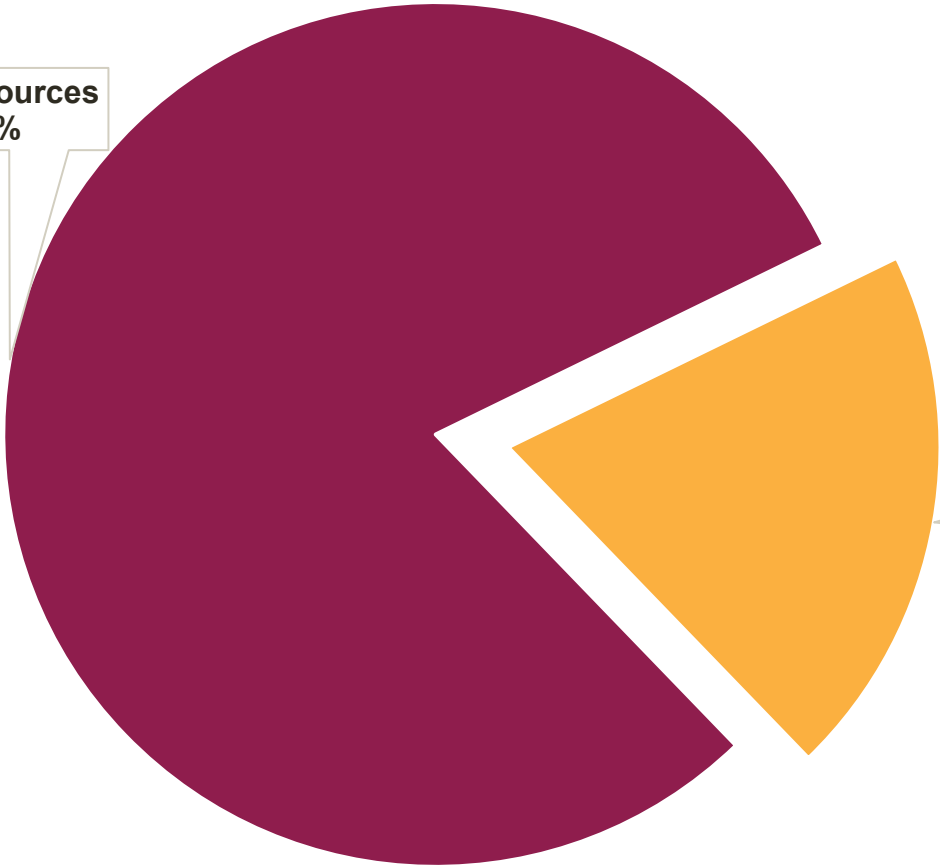
Locally Donated Goods
Such as Beef and Pork

Direct from Producers
Farm to School
Beef to School

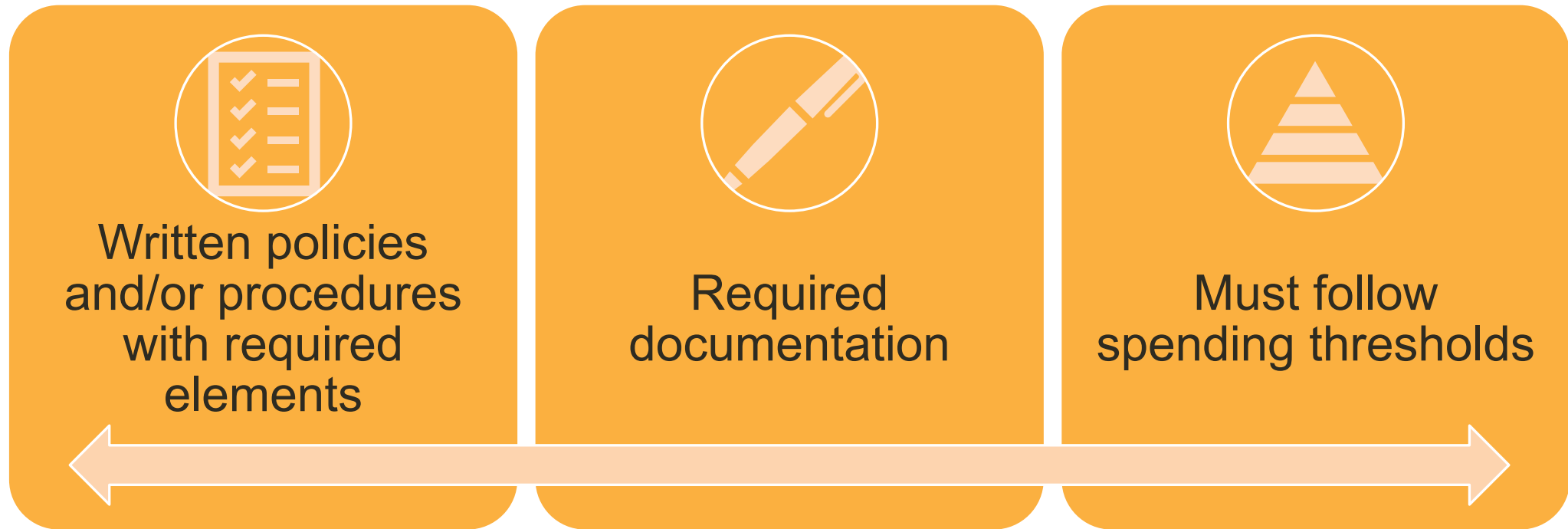
Retail Vendors

Other Sources
80%

USDA Foods
20%



PROCUREMENT REQUIREMENTS



SPENDING THRESHOLDS

Micro Purchase

- \$0-10,000
- Equitably distribute

Small Purchase

- \$10,000-80,000
- Price comparisons

Formal Purchase

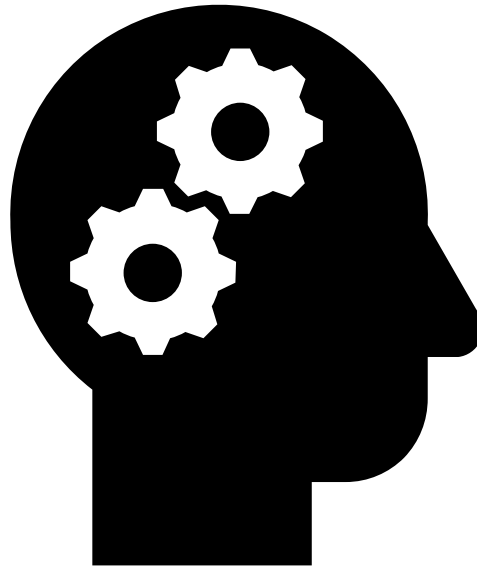
- \$80,000+
- Formal bid process

ADDITIONAL ELEMENTS



Following proper procurement procedures helps ensure that procurements are fair, open, and competitive.

DON'T LET THE GUIDELINES BE A BARRIER



USDA Foods and DoD Fresh

USDA FOODS FOR SCHOOLS

Schools receive USDA Foods as a benefit for participating in the NSLP

- Based on per-meal rate for every lunch served
- Measure value in dollars, but there is no actual cash value

Commonly known products are staples, such as cheese, canned goods, frozen meats

- Must be 100% domestically sourced

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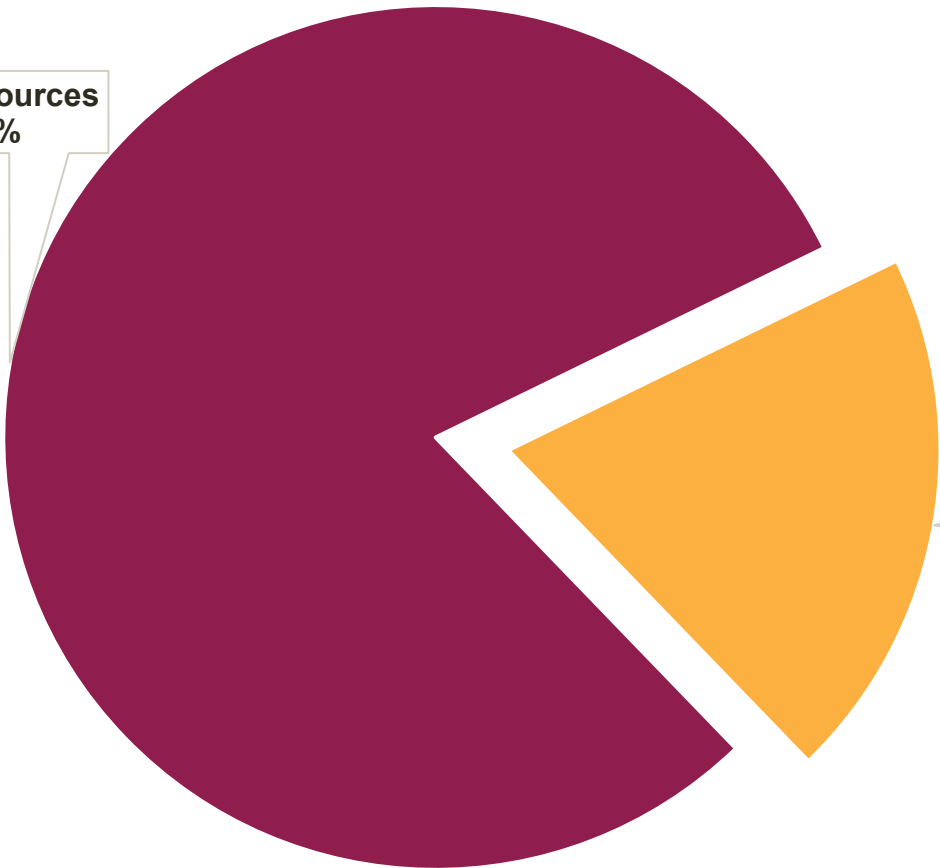
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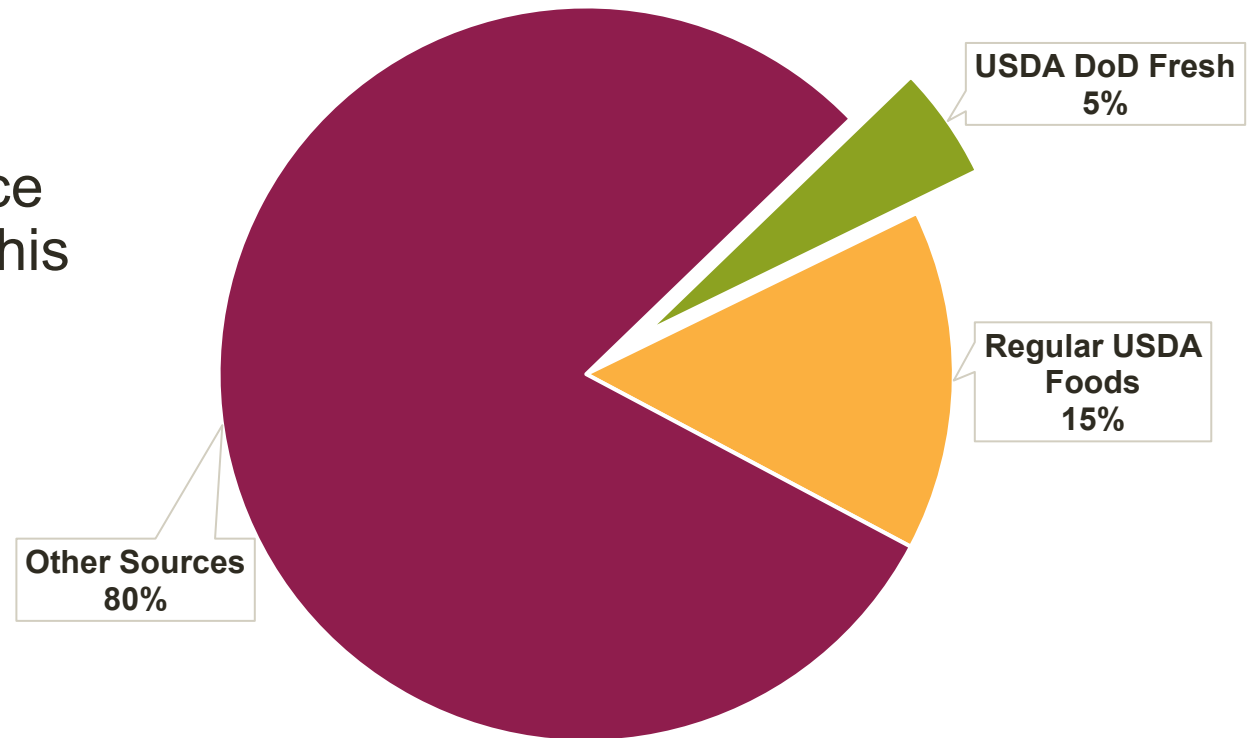


USDA Foods
20%

Each school decides how they want to allocate their USDA Foods resources.

USDA DoD FRESH: What is it?

Schools can elect to spend a portion of their USDA Foods entitlement assistance on fresh fruits and vegetables through this program, which is operated by the Defense Logistics Agency (DLA) at the Department of Defense.





Why do we want to offer
Montana-grown items
through
USDA DoD Fresh??



Ease of Use!

- Vendor sources product
- Product is added to the school's regular delivery
- No invoice to manage
- Procurement requirements are satisfied by USDA Foods
- No impact to school budget

DISCLAIMER

In the interest of providing a real-world scenario, this presentation uses the example of purchasing beets for the Harvesting MT Recipes contest.

It should not be taken as an endorsement of beets over other vegetables.

The recipe for Purple Pirate Potatoes is not preferred over other recipes.

PURPLE PIRATE POTATOES

Harvesting
Montana Recipes
Contest
Ingredient

Standardized Recipe Form

Recipe Name: Purple Pirate Potatoes

Category: _____

Recipe #: _____

HACCP Process: _____ 1 – No Cook _____ x 2 – Cook & Same Day Serve _____ 3 – Cook, Cool, Reheat, Serve _____ 4 – SOP Controlled

Ingredients	For <u>50</u> Servings		Directions: Include <i>step by step instructions</i> , the <i>critical control points</i> (specific points at which a hazard can be reduced, eliminated or prevented) and <i>critical limit</i> (time and/or temperature to be achieved to control a hazard).
	Weight	Measure	
Fresh beets peeled and chopped to chunks / bite size pieces	6 lbs	Approx. 3 quarts	<p>Preheat convection oven to 375 degrees</p> <p>In bowl Toss the beets with 2T of olive oil. Spread in a single layer on 3-4 ½ sheets. Bake for 20 minutes.</p> <p>Meanwhile mix the sweet potatoes and onions. Pour 2T to 6 T of oil over the items, ensuring they are covered with olive oil.</p> <p>Sprinkle garlic, salt, pepper, and brown sugar over the vegetables.</p> <p>Add the sweet potatoes and onions to the ½ sheets with beets. Bake for 20 minutes then stir. Bake for an additional 25 minutes.</p>
Fresh Sweet Potatoes peeled and chopped to chunks / bite size pieces.	8 lbs	Approx. 4 quarts	
Sweet onion sliced to bite size pieces		3 Approx. 1 quart	
Olive Oil (divided)		¼ - ½ c	
Garlic Powder		2T	
Salt		1T	
Pepper		1T	
Brown Sugar		2T	

DOD FRESH VENDOR PERSPECTIVE

Chris Gaskell

- Operations Manager for Grasmick Produce

Brief Company History

Experience with USDA DoD Fresh

Montana Relationships

- Western Montana Growers
- Valley Distributing
- Belgrade facility
- Northwest Food Hub

OBJECTIVE: SOURCING BEETS FOR MT DOD FRESH PARTICIPANTS

- How would we obtain sufficient quantities of beets?
 - Contract expectation of minimum fill rate
- Timing of product availability
 - Duration on catalog
- How will we get possession of the product?
 - Scheduling pickup

Screen Shot of This Week's FFAVORS Catalog

Item Description	Unit of Issue	Units Per Case	Source of Supply	State of Origin	Price
APPLES ANY USF/XF 138-163CT 1/40 LB CS	LB	40	CONUS	ID, WA	31.85
APPLES CHL RED SLICED 100/2 OZ PG	LB	12	CONUS	WA	36.25
APPLES FR FUJI 125 CT 40 LB CS	LB	40	CONUS	WA	41.85
APPLES FR GALA 125 CT 40 LB CASE	LB	40	CONUS	ID, WA	41.41
APPLES FR PINK LADY 40 LB CS	LB	40	CONUS	WA	37.85
APPLES FR R/D WASH XF 113-125 CT, 40 LB	LB	40	CONUS	ID, WA	35.41
BROCCOLI FLORETS CHL 3 LB BG	LB	3	CONUS	FL	18.21
BROCCOLI FLORETS CHL 50/2 OZ BAG	LB	6	CONUS	CA	35.69
BROCCOLI FLORETS CHL 6/3 LB BAGS	LB	18	CONUS	GA	38.03
CANTALOUPE US#1, 35 LB CS	LB	35	CONUS	CA	29.45
CARROTS CHL BABY SLIMS 4/5LB BG	LB	20	CONUS	CA	31.80
CARROTS CHL BABY SLIMS 5LB BG	LB	5	CONUS	CA	18.64
CARROTS CHL BABY WHL 200/1.6 OZ PG	LB	20	CONUS	GA	32.97
CARROTS CHL BABY WHL PEELED 40/1 LB BG	LB	40	CONUS	CA	43.52
CAULIFLORETS CHL 1/3 LB BG	LB	3	CONUS	CA	19.21
CAULIFLORETS CHL 4/3 LB BG	LB	12	CONUS	CA	34.10
CAULIFLOWER FLORETS CHL 50/2 OZ PG	LB	6	CONUS	CA	37.27
CELERY CHL STICKS 4/5 LB BG	LB	20	CONUS	CA	36.56
COLE SLAW MIX CHL 4/5 LB BG	LB	20	CONUS	CA	27.28
CORN FR WHITE/YELLOW 48 CT 50 LB CS	LB	50	CONUS	ID	28.25
GRAPES GREEN SDLS 18/1 LB PG	LB	18	CONUS	CA	41.11
GRAPES RED SDLS 18/1 LB PG	LB	18	CONUS	CA	39.10
HONEYDEW MELON 6-8 CT 20 LB CS	LB	20	CONUS	CA	28.32
LETTUCE CHL ROMAINE CHOP 2 LB BG	LB	2	CONUS	CA	16.51
LETTUCE CHL ROMAINE CHOP 6/2 LB BG	LB	12	CONUS	CA	27.83
LETTUCE CHL SHRD 4/5 LB BG	CS	1	CONUS	CA	27.63
LETTUCE CHL SPRING MIX 3 LB PG	LB	3	CONUS	CA	18.87
LETTUCE CHL SPRING MIX 5/3 LB PG	LB	15	CONUS	CA	37.34
LETTUCE FR LEAF GREEN 24 CT 25 LB CS	LB	25	CONUS	CA	28.57
LETTUCE FR LEAF GREEN 3 CT 2 LB BG	LB	2	CONUS	CA	16.04
LETTUCE FR ROMAINE 24 CT 30 LB CS	LB	30	CONUS	CA	34.20

ESTABLISHING PRICING

- Prices must be the same to all schools regardless of quantity ordered or delivery location
- No additional delivery charges
- Invoice must be reviewed and approved by Defense Logistics Agency before product is added to catalog

VENDOR CHALLENGES

- Schools place weekly or bi-weekly orders as needed
 - Forecasting can be difficult
- Shelf life of product
- Accessibility to grower

BRAINSTORMING

Product suggestions for the catalog?

Ideas for promotion and marketing of local menu items

- What information can grower provide

Questions?

