FARM TO SCHOOL

Toolkit for School Nutrition Programs



Farm to School allows schools to purchase farm-fresh fruits and vegetables, eggs, meat, honey, dairy products and more from local producers for their school lunch menus.

When implementing the program, schools also have a chance to incorporate nutrition-based curriculum into their school meals and to provide students with experiential learning opportunities.

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Introduction

What is Farm to School?

In the early 90s, schools began incorporating local foods into school meals, planting school gardens and teaching their students about where their food comes from.

With the help of the United States Department of Agriculture (USDA), these activities began taking root all across the country.

Today, North Dakota schools actively work to incorporate the Farm to School program by providing locally grown foods to lunchrooms and helping students understand the benefits of eating local food through agricultural education.

Who is involved in making the program possible?

Several national, state and local organizations come together to make the Farm to School program possible.

The North Dakota Department of Public Instruction (NDDPI) provides state representation for the program in the National Farm to School Network, and partners with the North Dakota Department of Agriculture (NDDA) to provide resources and connections to producers, while staying up to date with all federal regulations for the program.

Other organizations, NDSU Extension, may work to connect producers with the the information they need to participate in the program.



Buying Local for Schools is Possible!

Produce for procurement may be purchased and used by licensed food-service establishments and other institutions in North Dakota without the produce seller having a license from the North Dakota Department of Health or other local health unit. This rule also applies to educational institutions using produce grown through a school or community garden or orchard in their food-service establishment. Meat, dairy products, honey and eggs can also be purchased for Farm to School procurement, but are required to be inspected before purchase.

If you are unsure if your district is already purchasing local food, contact your district's Child Nutrition Director. Don't be shy. Inform parents, students and community members when you are serving local produce. Students love to know when cafeteria meals incorporate local products. The word "local" is yours to define as a school district.



Benefits of Farm to School

Why Farm to School? Kids Win

Farm to School provides all kids access to nutritious, local food so they are ready to learn and grow. Farm to School activities enhance classroom education through hands-on learning related to food, health, agriculture and nutrition.

Farmers & Ranchers Win

Farm to School can serve as a significant financial opportunity for farmers, ranchers and food manufacturers by opening doors to an institutional market worth billions of dollars.

Communities Win

Farm to School benefits everyone from teachers, parents, administrators, farmers and of course kids! By providing educational opportunities and purchasing from local producers, schools help contribute to the local economy and create new jobs within their region.

Benefits of Farm to School



Economic



Education



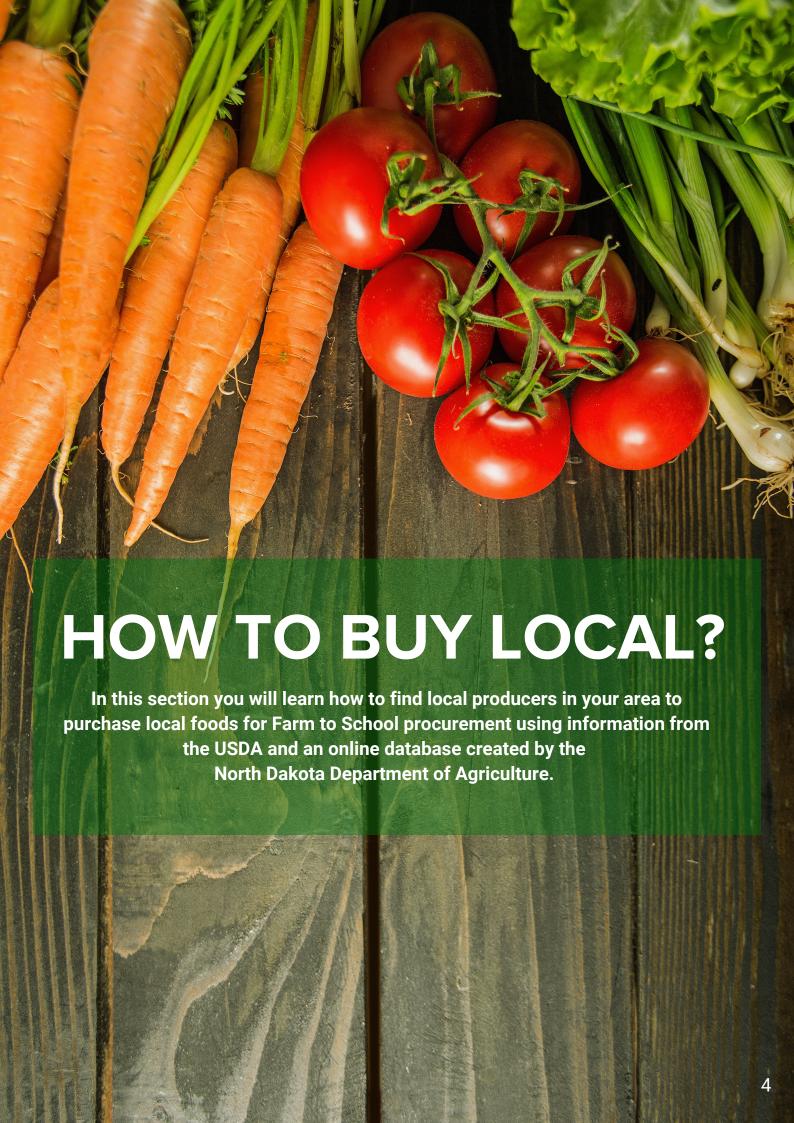
Public Health



Environment



Community



USDA'S GUIDE TO PROCURING LOCAL FOODS

Local Foods Webinar Series and Fact Sheets

In 2014, the USDA Farm to School Program hosted webinars to showcase the variety of ways school districts can purchase local foods. The series starts with an introduction to basic procurement principles, and then walks participants through strategies and tactics for buying local foods.

A full webinar series and multiple fact sheets for school cafeterias and local producers participating in the Farm to School program can be found at:

www.fns.usda.gov/cfs/procuring-local-foods



TIPS FOR BUYING FROM LOCAL FARMERS

Partnering with farmers or producers for Farm to School can seem like a lot of work, but the educational benefits for students make it worth it.

Farm to School helps students develop a deeper understanding of where their food comes from and why it is important to eat local food. It supports the community and it helps reduce our environmental impact.



Do a Little Research

Using the North Dakota Department of Agriculture's Local Foods Map is a great way to learn who is growing local food in your community and who is interested in participating in Farm to School sales and activities.

Prepare a Product List

Take a look at your school's kitchen. What equipment do you have that will allow you to prepare certain types of food? Next, analyze your time, taking into account the number of students you prepare food for. This will help you decide what items your school can purchase from local producers.

Set Up Appointments

Contact farmers to set up a business appointment to see if they are the right fit to sell to your school. Address your needs and discuss whether a contract is right for your partnership. DO NOT be afraid to request additional items or subjects to be addressed in the contract.

Request Farm Visits or Product Samples

Check out the quality of products the producer will be supplying your school by requesting samples or a visit to their farm. Observing the business in these ways gives you a better idea of a farmer's food safety practices.

Be Aware of Your School's Insurance Coverage Requirements

Most farmers carry liability insurance. Be sure to include an insurance clause in any contract.

North Dakota Department of Agriculture's

LOCAL FOODS MAP

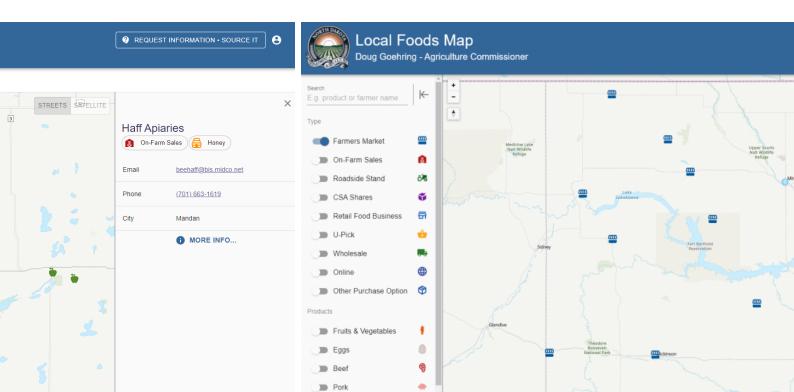
FIND FARM TO SCHOOL PRODUCERS

The Local Foods Map is an online search tool that connects consumers with local farmers, ranchers and businesses that grow, produce and sell their own products in North Dakota.

Schools can search for producers interested in participating in the program by using the search bar and typing in a specific product, market or business name.

To get more detailed information about a specific location, click on any icon on the map and a window will pop up with more details. Schools can contact producers directly through their information included on their profile.

For questions about connecting with local producers for the Farm to School Program contact NDDA at 701-328-2659.



FARM TO SCHOOL CONTRACT SUGGESTIONS

A contract established for Farm to School purposes is designed to protect both the producer and school against possible lawsuits and business misconceptions.

DISCUSS THE DETAILS

Don't forget these details in your producer contract:

- Ordering and billing processes
- Contact info
- Packaging
- · Seasonal availability of products for purchase
- Estimated volume of products the farmer can offer
- Delivery schedule (day, frequency and location)

CONTRACT RECOMMENDATIONS

In developing a contract that works for farmers and schools, both sides will have to address any of their concerns. Having open dialogue about expectations, needs and goals is the first step to building a successful contract.

Create a Schedule

Design a schedule based around the producer's availability to plan for pick-up/drop-off times.

Develop a "what-if" plan if the producer is unable to deliver to the school.

Prepare a Product List

Create a set list of products you would like to purchase from the producer and acknowledge how much the school will need and how often.

Weather Concerns

Drought, fire or any extreme weather conditions can cause crop loss for a producer. Discuss what will happen under these circumstances. Check to see if the producer can offer a substitution or not and what the expectation is on payment.

Payment Schedule

Before signing a formal contract with a producer, make sure they understand your district's procurement expectations. Use your developed pricing guide to establish the amount you'll be paying the producer for the items they are selling and when they will receive payment.



Micro-Purchase or Informal Bids

Decide if the micro-purchase, informal or formal bidding process is right for your school. Often times, your district will have a procurement process for these types of one-time purchases.

Acknowledge Communication Expectations

Spell out communication needs for a successful partnership through scenarios, such as the length of notice required if a product is not available

Vendor Response Form - Produce Template

NOTE TO SCHOOL: Make this form your own by only including the evaluation criteria you are interested in and send with the informal solicitation.

VENDOR RESPONSE FORM - PRODUCE

Vendors please fill out this form.

Farm/Vendor Contact Address Email Phone
Vendors will be good candidates for our program and the bidding process if they meet ALL the requirements listed below. Bids will be evaluated based on meeting ALL the criteria below and the prices.
Please check Yes or No to the questions below. (These are examples)
Vendor is willing to host student farm visits or participate in school taste tests or cafeteria visits: Yes No
Vendor has liability insurance: Yes No
Vendor can indicate produce farm of origin on box and invoice: Yes No
Vendor can provide a food safety plan: Yes No
Vendor can deliver products on a weekly basis to each school: Yes No
Vendor has an online ordering system: Yes No
Vendor is willing to take orders over the phone: Yes No
Vendor has policies in place for returns of products: Yes No
The award will go to the responsive and responsible vendor with the lowest prices. Timeline: Quote submissions are due: Decisions made by and communicated by: Bidders notified by:

lowest

PROCUREMENT

Purchasing Requirements

Public institutions or organizations must follow the most restrictive of state, local, or federal procurement standards.

All schools must have their procurement guidelines in writing. Schools must also maintain a written standard of conduct following 2 CFR 200.318(c)(1) and have written protest procedures in place to handle and resolve any disputes relating to their procurement processes.

All procurements in the School Nutrition Programs must be competitive and when made with non-profit school food service account funds, must also meet all standards set forth in program regulations and applicable OMB Cost Circulars.

Procurement Methods

The non-Federal entity must use one of the following methods of procurement.

Micro-Purchase

Federal regulation for a micro-purchase (2 CFR 200.320(a)). Micro-purchase means a purchase of products or services where the total amount does not exceed \$10,000 per transaction.

To the extent practicable, purchases must be distributed equitably among qualified suppliers with reasonable prices.

You can identify if a price is reasonable by comparing prices from previous purchases, using personal knowledge of the item being purchased, or comparing prices to similar items being purchased.

RECORDS

- Receipts documenting total amount purchased falls below \$10,000.
- Documentation showing how purchases are being distributed equitably among qualified suppliers.
- If only one qualified supplier, must document why there is only one qualified supplier. Include reasons, such as labor and mileage cost for driving to another location.



INFORMAL PROCUREMENT

Federal regulation for a small purchase (2 CFR 200.320(b)). Federal regulatory definition for simplified acquisition threshold (2 CFR 200.88).

INFORMAL PROCUREMENT METHOD

Commonly referred to as procurement under the small purchase threshold or simplified acquisitions. Although this method is permitted when the amount of a purchase falls at or below the most restrictive small purchase threshold (\$50,000 in North Dakota), a school food authority could choose to use the formal procurement method rather than the informal procurement method.

The following steps are typically involved in an informal procurement:

- 1. Develop specifications in writing.
- 2. Describe the goods or services that are needed.
- 3. Identify due dates or other requirements.
- 4. Identify sources eligible, able, and willing to provide products.
- 5. Contact at least two sources.
- 6. Evaluate quotes and response to your written specifications.
- 7. Determine most responsive and responsible bidder at lowest price. Keep procurement documentation.

RECORDS

- Specifications.
- · Receipts, invoices.
- Documentation of price quotes from adequate number of sources (2 or more).
- If only one qualified supplier, must document why there is only one qualified supplier. Include reasons, such as labor and mileage cost for driving to another location.

FORMAL PROCUREMENT

Federal regulation for sealed bids (2 CFR 200.320(c)).

For purchases greater than the small purchase threshold (\$50,000) follow the formal procurement process, using either a request for proposals (RFP) or invitation for bid (IFB).

Formal procurement occurs when a school food authority's purchases exceed the federal, state, or local small purchase threshold (whichever is more restrictive).

North Dakota's small purchase threshold is \$50,000, which is more restrictive than the federal threshold of \$250,000.



Within formal procurement there are two methods available:

Competitive Sealed Bid/Invitation for Bid (IFB) = Formal type of procurement where sealed bids are publicly advertised and result in a firm fixed price contract. Price is the determining factor. Choose vendor with lowest price that meets specifications.

- Used for food products that require detailed specifications- such as whole fresh apples detailing size, variety, quantities, delivery, other conditions.
- Determine if a vendor is responsive and responsible by whether or not they meet the requirements.

The following steps are typically involved in a formal procurement using an IFB:

- 1. Develop solicitation specifications.
- 2. Publicly announce/advertise the solicitation.
- 3. Open sealed bids at a pre-determined time, date, and location stated in the solicitation; and
- 4. Determine the lowest bid from a responsive and responsible bidder, and award the contract.

Competitive Proposal/Request for Proposal (RFP) = Price is a factor and can be negotiated. Price should be the primary factor (for example, not necessarily 51%, it just must be the greatest number of all factors so could be 25% if everything else listed in the scoring is lower).

This allows for consideration of factors other than price. Other factors include: Technical expertise, past experience and quality of proposed staffing. Awarded to vendor who can provide best overall value. Can use geographic preference (by awarding additional points).

- RFP must be publicized and include specs and evaluation factors.
- Can negotiate with one or more vendors submitting offers.

The response to the proposal has two main elements - technical proposal and cost proposal.

The following steps are typically involved in a formal procurement using a RFP:

- 1. Develop solicitation specifications;
- 2. Publicly announce/advertise the solicitation;
- 3. Evaluate proposals using established scoring criteria included in the solicitation;
- 4. Enter negotiations with responders who meet or exceed cut-off score; and
- 5. Award the contract to the most responsive and responsible vendor whose proposal is most advantageous to the program, with price and other factors considered.



PROCUREMENT POLICY FOR	School District Food Service
will adhere to the follow service:	ving policy requirements for any procurement related to food
PURCHASES:	
Purchases greater than \$25,000:	
- If the aggregate amount exceeds \$2 contract must be awarded through a shall be published at least once in a number published in a newspaper generally city.	25,000 per school year, it is considered a formal purchase. The formal bid process and a call for bids or request for proposals newspaper of general circulation in the district, as well as irculated statewide and posted on the district's website. The call plished in a regional newspaper. No contract shall be divided for occurement process.
Purchases greater than \$10,000 and	less than \$25,000:
- Any purchase greater than \$10,000 a not require a bid process; however, th will obtain two or mo and less than \$25,000.	and less than \$25,000 is considered a small purchase and does the small purchase shall be made on a competitive basis. Or price quotes when any purchase will cost more than \$10,000 ovided to all potential vendors. Any Q&As will be given to all
vendors.	
without soliciting competitive quotes	sidered a micro-purchase. Micro-purchases may be awarded if the price is considered reasonable. To the extent feasible, istributed equitably among qualified suppliers. If there is a major low small purchase procedures.
Bid Specifications:	
contracts will not be a	awarded to any potential vendors who write any of the bid nents, or any of the contract language.
Identical bid specifications and/or red	quest for proposals will be provided to all potential vendors.
Goographia Profesence:	
documented Farm to School (Farm to	e based on location) is allowed with federal funds except for Plate) efforts. Therefore, as part of Farm to School geographic preference when procuring unprocessed locally oducts only.
Duy American:	
Buy American:	mariaan" for the food consider program. Therefore Food Consider in
	·
 Insufficient quantity and/or quality 	

- Domestic cost is significantly higher.

NORTH DAKOTA DEPARTMENT OF PUBLIC INSTRUCTION



Buying Local Beef for School Lunch

All beef supplied for school meals must be state or federally inspected. Please note that anything processed under North Dakota state inspection cannot be served across state lines.

North Dakota Meat Processors

STATE PROCESSING

These establishments slaughter livestock and may process meat products under regulated inspection. Products contain the state mark of inspection and are eligible to be wholesaled within North Dakota. Some state slaughter plants also provide custom exempt slaughter and/or processing services.

COMPANY	ADDRESS	CONTACT
BOWDON MEAT PROCESSING	BOWDON, N.D.	701-962-3539
BARTON MEATS INC.	CARRINGTON, N.D.	701-652-3636
MAPLE VALLEY LOCKERS INC.	ENDERLIN, N.D.	701-437-3311
MYERS MEATS & SPECIALTIES, INC.	GARRISON, N.D.	701-337-5498
SCHWEITZER'S GOURMET MEATS	MOFFIT, N.D.	701-387-4588
MEMA'S MEATS	BERTHOLD, N.D.	701-453-3401
CUSTOM KUT MEAT INC.	CARRINGTON, N.D.	701-652-3656
SPRUCE HILL MEATS, LLC	BOWMAN, N.D.	701-523-4799

These establishments process only under regulated inspection. Products contain the state mark of inspection and are eligible to be wholesaled within North Dakota.

REISTER MEATS & CATERING

STREETER, N.D.

701-424-3426

North Dakota Meat Processors

FEDERAL PROCESSING

These establishments slaughter livestock and may process meat products under regulated inspection. Products contain the USDA mark of inspection and are eligible to be wholesaled in all states within the United States. Some federal slaughter plants also provide custom exempt slaughter and/or processing services.

COMPANY	ADDRESS	CONTACT
CASSELTON COLD STORAGE	CASSELTON, N.D.	701-347-4781
FAIRMOUNT LOCKERS	FAIRMOUNT, N.D.	701-474-5869
NDSU, ANIMAL SCIENCE DEPT.	FARGO, N.D.	701-231-7641
J & J HAZEN MEATS.	HAZEN, N.D.	701-748-5600
LANGDON LOCKERS	LANGDON, N.D.	701-256-2496
NORTH AMERICAN BISON, LLC	NEW ROCKFORD, N.D.	701-947-2505
6 IN 1 MEATS, LLC	NEW SALEM, N.D.	701-843-8723
VALLEY MEAT SUPPLY	VALLEY CITY, N.D.	701-845-4705
YELLOWSTONE RIVER BEEF	WILLISTON, N.D.	701-577-6328
SOUTH FORTY BEEF	MOTT, N.D.	701-209-0204

These establishments process only under regulated inspection. Products contain the state mark of inspection and are eligible to be wholesaled within North Dakota.

COMPANY	ADDRESS	CONTACT
JOHN'S MEAT MARKET	BISMARCK, N.D.	701-255-4534
AMERISTAR MEATS INC	FARGO, N.D.	206-575-2361
GOLDEN PLAINS FROZEN FOODS	LEEDS, N.D.	701-466-2100
CLOVERDALE FOODS CO.	HAZEN, N.D.	800-669-9511
M & W BEEF PACKERS	MANDAN, N.D.	701-663-2333
MYERS MEATS & SPECIALTIES	PARSHALL, N.D.	701-337-5498
BONITA'S PIZZA	PORTLAND, N.D.	701-543-3604
FARGO PACKING & SAUSAGE CO.	WEST FARGO, N.D.	701-282-3211
QUALITY BONELESS BEEF LLC	WEST FARGO, N.D.	701-282-0202
GREEN VALLEY FOODS	DEVILS LAKE, N.D.	701-662-3300

Vendor Response Form - Beef Template

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VENDOR RESPONSE FORM - Beef

Vendors please fill out this form.

Farm/Vendor ___

Contact Address Email Phone	
Vendors will be good candidates for our program and the bidding process if they meet ALL the requirements listed below. Bids will be evaluated based on meeting ALL the criteria below and the low prices. Bids will be evaluated based on the scoring of all criteria.	west
Please check Yes or No to the questions below. (These are examples)	
Beef is processed in a USDA or state inspected facility: Yes No	
Vendor is willing to host farm or cafeteria visits: Yes No	
Vendor can supply farm/ranch flyer for cafeteria: Yes No	
Vendor has liability insurance: Yes No	
Ground beef is 100% beef with no additives: Yes No	
Beef is slaughtered and/or processed in a state or USDA inspected facility: Yes No	
Meat/Fat Ratio: prefer 85/15 or above: Yield percentage after cooking:	
Pounds requested: Price per pound: for pounds	
Price includes all fees, tests, processing and delivery: Yes No	
Able to package in # packages/tubes/ per case: Yes No	
Delivery Weekly: Yes No Monthly: Yes No	
Price held until date:	
The award will go to the responsive and responsible vendor with the lowest prices. Timeline: Quote submissions are due: Decisions made by and communicated by: Bidders notified by:	
Orders may be placed as early as:	17

FOOD SAFETY GUIDE



FSMA PRODUCE SAFETY RULE EDUCATION AND OUTREACH

The North Dakota Department of Agriculture is dedicated to educating and providing technical assistance to fruit and vegetable growers throughout North Dakota through the Food Safety Modernization Act (FSMA) Produce Safety Rule. Learn more on the Produce Safety Rule page.



BEST PRACTICES FOR HANDLING FRESH PRODUCE IN SCHOOLS

There are a number of steps that foodservice employees can take to minimize contamination in the fruits and vegetables they handle. Best practices for handling all types of produce are described in this fact sheet, along with practices specific to leafy greens, tomatoes and melons.



WHAT IS IT?

In an effort to stop foodborne illnesses, a set of federal regulatory standards for the production, harvest and handling of fruits and vegetables were developed under the FDA's Food Safety Modernization Act (FSMA). The Produce Safety Rule established science-based standards for safe agriculture practices.

The rule is composed of several parts, including standards for:

- Agriculture water, both for production and post harvest.
- Biological soil amendments (compost, manure).
- Domesticated and wild animals.
- Equipment, tools, buildings, and sanitation.
- Production of sprouts.
- Worker health, hygiene and training.



PRODUCER CERTIFICATION

The North Dakota Department of Agriculture offers FSMA grower trainings through the Produce Safety Alliance. These courses satisfy the FSMA Produce Safety Rule requirement.

After the training, producers are eligible to receive a certificate of completion. If you are interested in hiring a producer for Farm to School procurement, schools can request a copy of the producer's certification for contract purposes.

The FDA regularly conducts on-site inspections to farms that grow, pack, process or sell fresh produce across the country, including North Dakota. However, not all farms are subject to inspection. Ask your Farm to School producer if they have been inspected during the contract negotiation process.

FOOD SAFETY PLAN BUILDER



The U.S. Food and Drug Administration's (FDA) Food Safety Plan Builder (FSPB) is a tool designed to assist owners/operators of food facilities with the development of food safety plans that are specific to their facilities and meet the requirements of the current good manufacturing practice, hazard analysis and risk-based preventive controls for human food regulation.

Although the content of the Food Safety Plan Builder is consistent with the FDA's existing guidance and regulations, use of the Food Safety Plan Builder by owners and operators of food facilities does not mean that their food safety plan, preventive controls, good manufacturing practices and other food safety procedures are approved by FDA or comply with FDA requirements.

Start creating your plan at Food Safety Plan Builder at www.fda.gov/food/food-safety-modernization-act-fsma/food-safety-plan-builder

STORING PRODUCE

SAFE STORAGE TIPS



TEMPERATURE:

- Coolers need to be set to maintain food temperatures of 41° or cooler
- Store produce that needs to be kept at a lower temperature in the back
- Store produce above raw meats, poultry and eggs

RIPENING:

Ethylene is an odorless, colorless gas that speeds up ripening and can lead to premature decay of produce. It is important to store ethylene producers in a separate area than ethylene sensitive products to keep food safe and fresh longer.

ETHYLENE PRODUCERS

- Apples
- Peaches
- GrapefruitOranges

ETHYLENE SENSITIVE

- Carrots
- Peppers
- Cucumbers
- Spinach
- Lettuce



GET STARTED TODAY

School gardens are a key piece of the Farm to School program. They offer a wide variety of hands-on learning opportunities for not only school children, but your community.

These gardens serve not only as on-site food production, but as a space to explore agriculture curriculum options.

DESIGNING YOUR GARDEN

There are several options for building a school garden. These include: container gardens, orchards, herb gardens, hydroponic gardens, high tunnels and/or more.

Consider what size garden would fit your Farm to School goals. Take into account these factors when selecting a location: sunlight, soil, water, drainage and security.



BENEFITS OF SCHOOL GARDENS

- Creates hand-on learning environment for teachers and kids.
- Increases consumption of fresh fruits and vegetables.
- Enhances understanding of agriculture.
- Engages students and the community with educational opportunities.



Best Practices for School Gardens

- **1. LOCATION -** Find a location that will provide plenty of sunlight, is well drained, has access to water and has minimal soil compaction. Contact your location extension office to test the soil.
- 2. BUILD A FENCE Protect your new learning space with a fence.
- **3. TEACH SUSTAINABILITY -** Consider sustainable practices for the health of your garden and community. Increase soil fertility through crop rotation, cover crops and compost.
- **4. CROP DIVERSITY -** Plant a variety of vegetables and flowers to support a wide range of beneficial insects and soil microorganisms. Learn which plants are most successful in your state's growing season.
- **5.CURRICULUM INTEGRATION** Work with administrators, teachers, and community partners to integrate the garden into Farm to School, Ag in the Classroom, nutrition programs and other subjects.
- **6. ORGANIZATION -** A skilled coordinator and steering committee, effective communications, shared planning and decision making and youth engagement are essential to a sustainable school community garden. Local FFA chapters and Master Gardeners can assist as well.
- **7. ADMINISTRATIVE AND BOARD SUPPORT** Raise awareness and get support for your Farm to School project by making a presentation or hosting an event and invite your school board and administrative staff.
- **8. COMMITMENT -** Work for continuous improvement in your garden and educational program. Seek feedback.
- **9. COMMUNITY ACCESS -** Involve the community in your garden, especially during the summer. Consider individual garden beds or plots for interested families and weekly summer gathering times.





Agriculture Commissioner
Doug Goehring

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