

Local and Sustainable Food Procurement Best Practices from Northeast States



Webinar & Discussion
April 2014

Audio and Recordings

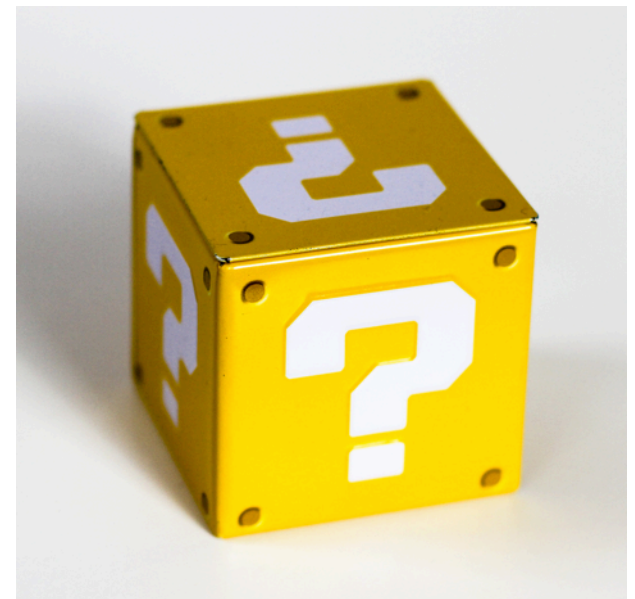
- Participants are muted. Communicate technical questions (about sound, etc.) through the **Question box** in your GoToWebinar application.
- This presentation will be recorded, and shared through email and online.

Questions?

Submit questions at any time by typing them into the GoToWebinar Questions box.

We will compile and answer them...

- After each presenter *and*
- At the end of the webinar with discussion.



Who is RPN?

Responsible Purchasing Network (RPN) is an international membership-based network of buyers dedicated to socially responsible and environmentally sustainable purchasing.

- Technical Assistance
- Purchasing Guides
- Model Policies, Contracts, and Bid Specifications



RPN Webinars

Previous

- Purchasing for Climate Protection
- Compostable Food Service Ware
- Fair Trade Product Procurement
- Public Procurement of Green Cleaning Products



In the works

- Hardware Supplies
- Disinfectants
- Recycled and Low-VOC Paint
- Green Electronics

... and many more!

Thank you

Project supported by the **John Merck Fund**



Webinar collaboration with **Farm to Institution New England (FINE)**

and **American Farmland Trust (AFT)**



Setting Context: ***State Food Procurement 101***



Sarah Church, RPN

The Goal: A Thriving, Sustainable Regional Food System

Benefits...

- ✓ Economy
- ✓ Environment
- ✓ Public Health



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Why State Procurement?

CONTRACT SUPPLEMENT
RFP 07 Rev. 7/013
Proc. No. 43612

STATE OF CONNECTICUT
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT DIVISION
165 Capitol Avenue, 8th Floor South
HARTFORD, CT 06106-1609

CONTRACT AWARD NO.:
09PXB330

Contract Award Date:
30 September 2010

Prepared by Date:
27 May 2010

SUPPLEMENT DATE:
2 October 2013

CONTRACT AWARD SUPPLEMENT #2
IMPORTANT: THIS IS NOT A PURCHASE ORDER. DO NOT PRODUCE OR SHIP WITHOUT AN AGENCY PURCHASE ORDER.

DESCRIPTION: Food Distribution - U.S.D.A. Warehousing Program

FOR: For All Using State Agencies, Political Subdivisions and Not for Profit Organizations

TERM OF CONTRACT / DELIVERY DATE REQUIRED:
October 4, 2010 through October 3, 2011
(Original term through October 3, 2013)

CHANGE TO TOTAL CONTRACT AWARD VALUE:			
CHANGE TO IN-STATE (NON-SB) CONTRACT VALUE:	CHANGE TO HAS-CERTIFIED SMALL BUSINESS CONTRACT VALUE:	CHANGE TO OUT OF STATE CONTRACT VALUE:	CHANGE TO TOTAL CONTRACT AWARD VALUE:
			\$19,500,000.00 (annual net)

NOTICE TO CONTRACTORS: This notice is not an order to ship. Purchase Orders against contracts will be furnished by the using agency or agencies on whose behalf the contract is made.

INVOICES SHALL BE RENDERED DIRECT TO THE ORDERING AGENCY.

NOTE: Dollar amounts listed next to each contractor are possible award amounts, however, they do not reflect any expected purchase amounts (actual or estimated). They are for CINFO use only.

NOTICE TO AGENCIES: A complete explanatory report shall be furnished promptly to the Procurement Manager concerning items delivered and/or services rendered on orders placed against awards listed herein which are found not to comply with the specifications as which are otherwise unsatisfactory from the agency's viewpoint, as well as failure of the contractor to deliver within a reasonable period of time specified. Please issue orders and process invoices promptly.

CASH DISCOUNTS: Cash discounts, if any, shall be given SPECIAL ATTENTION, but such cash discount shall not be taken unless payment is made within the discount period.

PRICE BASIS: Unless otherwise noted, prices include delivery and transportation charges fully prepaid F.O.B. agency. No extra charge is to be made for handling or packing.

CONTRACTOR INFORMATION:
Firm Name: Synco Commercial, LLC
Company Name: Synco Commercial, LLC
Company Address: 100 Forward Road, Rocky Hill, CT 06067
Tel. No.: (800) 353-5630 x 5174 (C. Albert) Fax No.: (860) 571-5778 Contract Value: \$ 97,500,000.00 (total net)

Contract SubDivision: FA#

Contract has been extended
and is full force and effect.

Address, FPO
recipient
(Download at Procurement File)



- Power of centralization – local governments can buy from state contracts
- Long-term commitments
- Non-school institutions buy in summer months

The good news...

- Policies in place... follow-up needed!

State Procurement Basics

Purchasing Process

- **Centralized procurement – one state office**
 - *Bid solicitations – lowest bidder wins*
 - *Points can be awarded*
- **Local government agencies can buy from central contracts**
 - *The state can help find the best deals and selection*
 - *WIN/WIN: state can make 1%*
- **Agency procurement – decentralized**
 - *Might get bids*
 - *Might get three or more competitive offers*
 - *Might purchase like a restaurant*



State Procurement Basics

Food & Food Services



- **Grocer contracts**
→ One in each state, largest commodity (product) contract. But many agencies buy fresh food elsewhere
- **Bulk commodity contracts: Eggs, dairy, bakery, meat, dry goods, fish**
→ Success when markets match up (VT)
- **Service contracts**
→ \$150,000 to \$3.5 million. Could flexibly add local products, accommodate variety

Introducing...



Jane Slupecki

Connecticut Department of
Agriculture



Audience Poll

In what ways have you worked with state agencies?

VOTE NOW

Audience Poll

In what ways have you worked with state agencies?

Connecticut Department of Agriculture



Farm-To School
Program –
Exploring New Markets



News from Connecticut



The State of the State's Agriculture

- There is high demand for CT Grown from our state residents
- There are about 85 decent size/large wholesale farmers in CT
- Most are vegetable growers, followed by apple growers
- We have state statutes, to help increase the use of CT Grown
- We need and trying to grow more farmers and
- We need more formal and informal aggregation and distribution



Sec. 22-26e. Governor's Council for Agricultural Development is charged with implementing strategies to increase the purchase of CT Grown by CT residents to 5% of their food purchases by 2020.

Getting Involved Makes a Difference – Large State Contract



- \$20 Million dollar contract
- CT DAS has monthly meeting of contract users / Quarterly reports / Reports to the Legislature
- CT DAS has statutory obligation but also is fully supporting the expansion and identification of CT Grown and CT Made purchases
- Discovered opportunity buy clause for small purchases

Still a Ways to Go

– Large State Contract



- Contracted firm requires GAP and insurance from farmers and processors with no guarantee of purchase
- Contracted firm has very difficult process to follow to become a vendor for protein, like beef
- We need aggregation to get into this size contract
- For the most part, contract users obligated to use lowest priced items
- There were discussions about subsidizing the purchase of CT Grown — but has not been seriously moved forward beyond discussion stage

Getting Involved Makes a Difference – CT's Three Town Contract



- Valued at about a \$1 Million dollar contract
- Monthly meeting of contract users with Prime Vendor - Cheshire, New Milford, and Wolcott and HPC
- CT Dept. of Administrative Services supports the writing, bidding, awarding and management of the contract for the towns
- Had language to encourage CT Grown and CT Made purchases, liked CT raw ground beef
- Inspired the state law change to add proteins to the mix
- Saved the towns money!

Still a Ways to Go

– CT's Three Town Contract



- Primary Vendor/Contract awardee misinterpreted our language on CT beef
- CT farmer, slaughter houses and processors need to work to create larger volume for contracts like this to facilitate purchases (aggregation of properly processed product)
- Contract users did not add produce to contract because CT loves DoD Fresh Program



DoD Fresh

– A Great Opportunity for CT Farms



CT schools have put \$3.8 million into this program this year

- Both CT DAS and CT DoAg encourage CT farmers to sell to the contractor, to help bring that money back to CT economy
- Many of our farmers seem not to have the desire to get involved
- Farms who have done this have had a good experience



Working Out the Path from Farm to School in Southeast CT

Had a small gathering with 3 schools, 5 farmers, and others:

1. One school has a processing kitchen and van willing to contract with farmers to grow product and pick up produce
2. Second school willing to pick up the produce at the farm
3. Third school says I am small but I want to work with you
4. Farmers seemed more comfortable in a smaller, informal setting

The best part was that CT 's 2014 USDA Farm to School Grant recipient , Ledge Light Health District, UCONN, and DoAg was there to hear all the dialogue, ready to support them.



Cooperation Between FSMC Customer and the State Keeps the Changes Going!



1. Large Food Service Management Company (FSMC) asked how their schools are to participate in CT's farm to school program
2. I say show me the CT Grown!
3. Leads to meetings with Marketing Rep and a Vice President of Chartwells
4. Leads to meetings with the produce vendors for the firm
5. Leads to more pressure to label CT Grown in the invoicing that shows up on the food service director's desk



.....And Going!

CONNECTICUT
HARVESTED



CONNECTICUT
MADE



CONNECTICUT
GROWN



www.CTGrown.gov

It is all about CT partnerships and cooperation, trust, and communication.

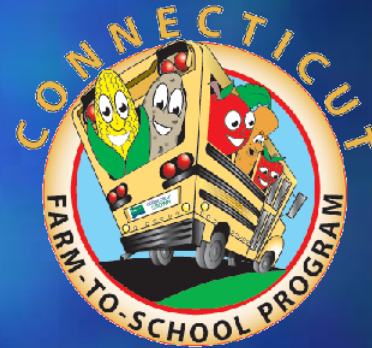
The ideas never end:

- CT DAS brought in national speakers to help schools to write produce contracts that meet the USDA requirements and could help purchase local
- Farmers starting to create small aggregating partnerships
- Jane determined to build a network of beef producers and slaughter houses and processor so we can do a pilot project for protein
- FoodCorps Maddie and Jane had a great conversation with a Hartford produce processor and it sparked another new idea to preserve food for the winter ..

Website for Farm-To School

Go to

www.ctgrown.gov/farmentoschool/



Welcome to the Connecticut Farm-to-School Program

[Participating Schools & Districts](#) | [Participating Farmers](#)

[Farm-to-School Promotional Materials & Programs](#)

[Other Links](#) | [Publications](#) | [Wholesalers](#)

[Contact Us](#)

Thank You!

Jane Slupecki

CT Dept. of Agriculture

Marketing Division

165 Capitol Avenue, Room 129

Hartford, CT 06106

(860) 713-2588



Introducing...



Mark Izeman

Natural Resources Defense
Council &
New York Food Metrics Law



BILL NUMBER: S4061

REVISED 6/5/13

TITLE OF BILL: An act to amend the state finance law, in relation to solicitation of available New York food products

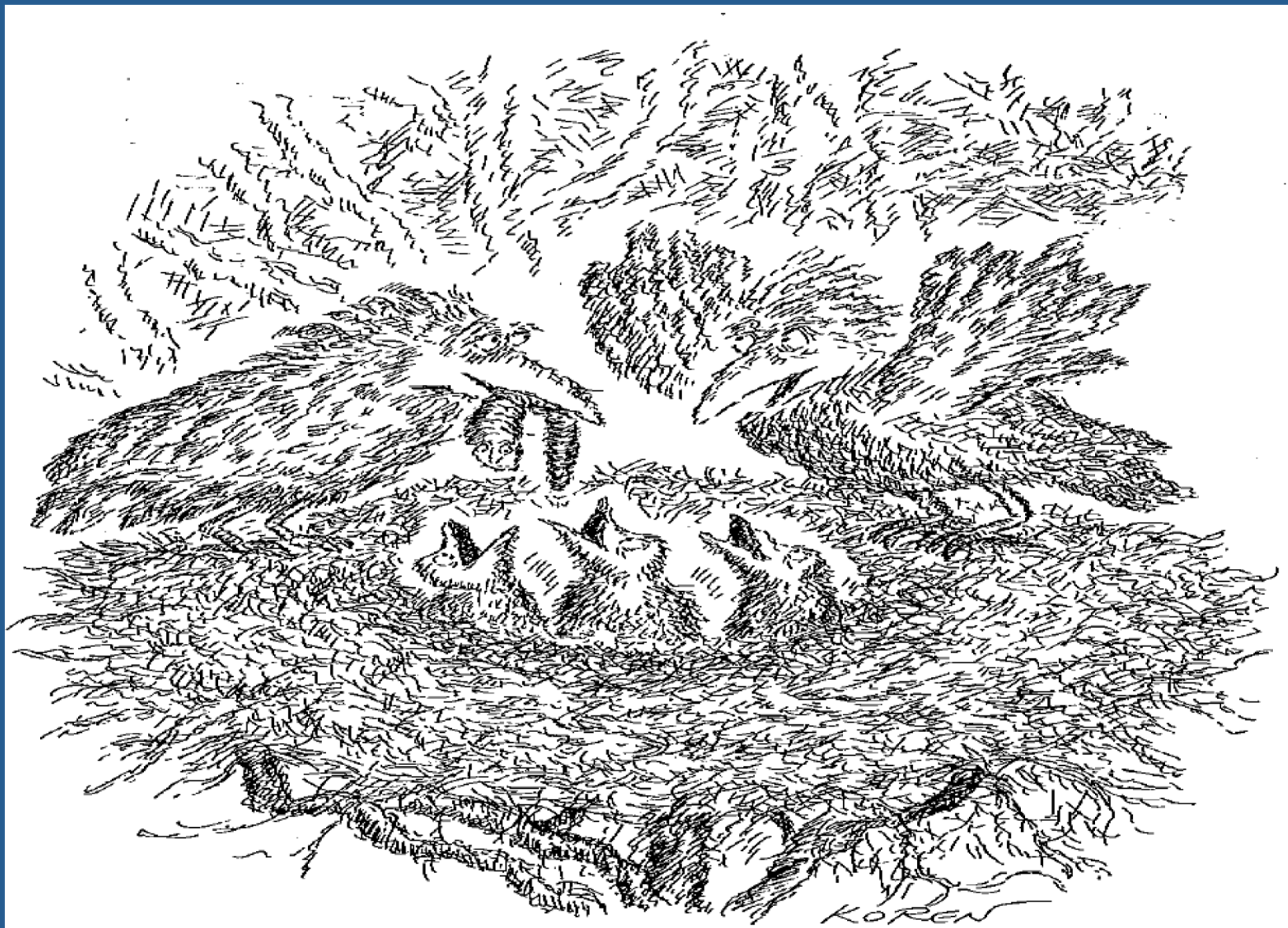
PURPOSE: To establish guidelines that will assist state agencies with the procurement of New York food products.

SUMMARY OF PROVISIONS: Subdivision four of section 165 of the State Finance Law would be amended as follows: Paragraph (a) would add a new subparagraph (i) to require that all solicitations for purchases



Food Procurement in New York

April 9, 2014



"Wait—did you procure that worm humanely?"


The Natural Resources Defense Council



- NRDC is a national environmental and public health organization founded in 1970.
- US offices in New York City, Chicago, Los Angeles, San Francisco, and Washington, DC.

A Brief History of Green Procurement



- 1976 –RCRA  EPA Guidelines
- 1992/93 - Energy Star and LEED
- 1990s - Federal Executive Orders
- 2000s – State and City Actions

Food Purchasing = New Frontier



Regional Food Systems



Procurement & Regional Food Infrastructure



New York City and State Metrics Bills



- Diverse Coalition of Advocates
- Constitutional Issues
- Budgetary Concerns

Next Steps for NY Food Procurement



- Concrete Purchasing Targets
- Sustainability Criteria

School Food Procurement



The Urban School Food Alliance

- New York City, Los Angeles, Chicago, Dallas, Miami, and Orlando
- 3 million meals a day
- 530 million dollars in purchasing each year

Contact Information



Mark Izeman

Senior Attorney

Director of the New York Program

mizeman@nrdc.org

(212) 727-4453

Coalitions & Collaboration Across the Region



Introducing...



Mark Curran

Black River Produce, Vermont





Mark Curran

Owner / Entrepreneur

North Springfield, VT







the fresh connection

Black River Products
1-800-455-1000





- Wholesale food distribution including:
 - Conventional and Organic Produce
 - Seafood
 - Local Meats
 - Dairy and Refrigerated
 - Specialty Dry Goods
 - Floral
- 2012 Sales \$56,697,430
- 2013 Projected Sales \$65,000,000
- Over 150 local producers
- 27% of annual sales are “local” product
- 75% Foodservice (Restaurants / Institutions) / 25% Independent Retail (Natural Food Stores)
- 160 employees, full benefits program with healthcare and 401K
- 2013 Opened USDA meat processing facility
- 2014 Complete \$9.5 million local meat slaughter and processing facility







Questions?

Discussion & Q&A

To submit questions, type into the Question box in your GoToWebinar application.





Opportunities for... Expanding Food Procurement

Implementation

- Increased communication with vendors
→ *Shared vendors (Sysco, Reinhart, Garelick Farms)*
- Use model bid solicitation language
→ *See RPN Report – use specs, bid sheet strategies, vendor questionnaires*

Policy

- Apply minimum requirement for local purchasing
→ *Develop local farm relationships, require tracking*

Audience Poll

What will be a priority next step to increase state procurement of local and sustainable food?

VOTE NOW

Audience Poll

What will be a priority next step to increase state procurement of local and sustainable food?

Questions?

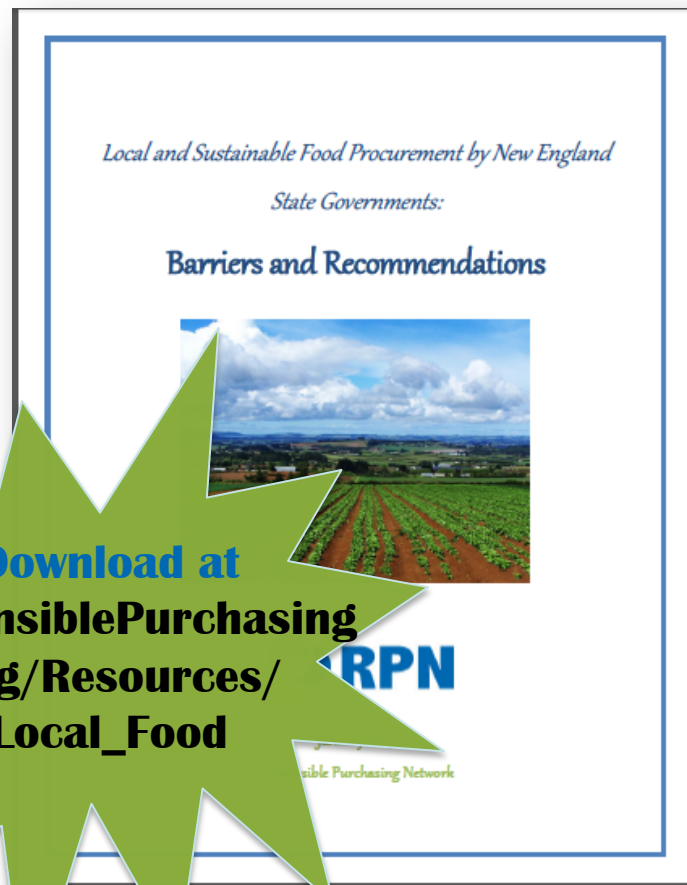
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Additional Resources

- REPORT: *Local and Sustainable Food Procurement by New England State Governments – Barriers and Recommendations*
- IN THE WORKS: **Guidelines for Local, Sustainable and Healthy Food Procurement**



Thank You

...for joining us, and for your valuable work to advance local and sustainable food systems.

Stay in touch!

www.ResponsiblePurchasing.org

Sarah@ResponsiblePurchasing.org



Policies and Practices Implementation

	<i>Policies</i>	<i>Practices</i>
CT	In-state	Tracking for CT Grown and regional Column on bid sheet to indicate "CT Grown"
MA	In-state Organic	"Produce" tab on grocer contract – - Has a local checkbox - Requires prices on organic varieties
VT	In-state plus 30 miles	Facilitation of direct relationships with Local farms/vendors
NY	In-state	Coming soon: seasonal tracking for NY produced

Definitions of “Local” In Policy and Practice

CT	Tracks CT Grown and regional
VT	Local = within Vermont plus 30 miles
NY	Coming soon: seasonal tracking for NY produced