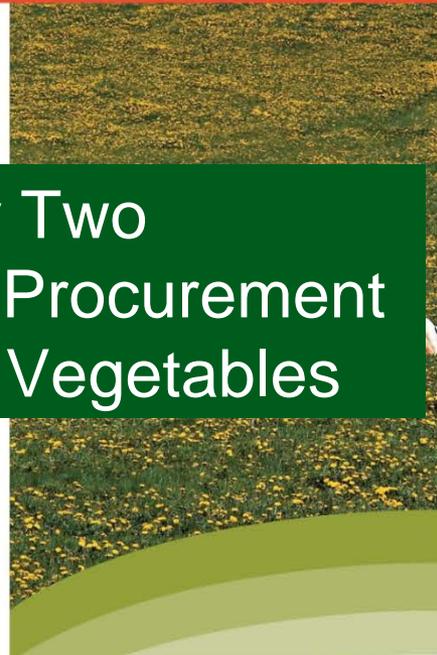
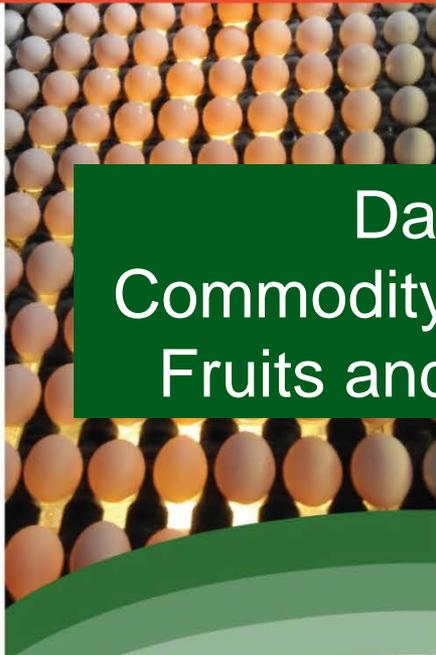




United States Department of Agriculture

# Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses



Day Two  
Commodity Procurement  
Fruits and Vegetables

# **WELCOME**

**DAY TWO — FRUIT AND VEGETABLE**

**2015 ANNUAL INDUSTRY MEETING**

# Table Discussions

## Selling to the USDA

- Two things that are working well?
- What could be a short-term fix?
- What could be a long-term fix?



Agricultural Marketing Service

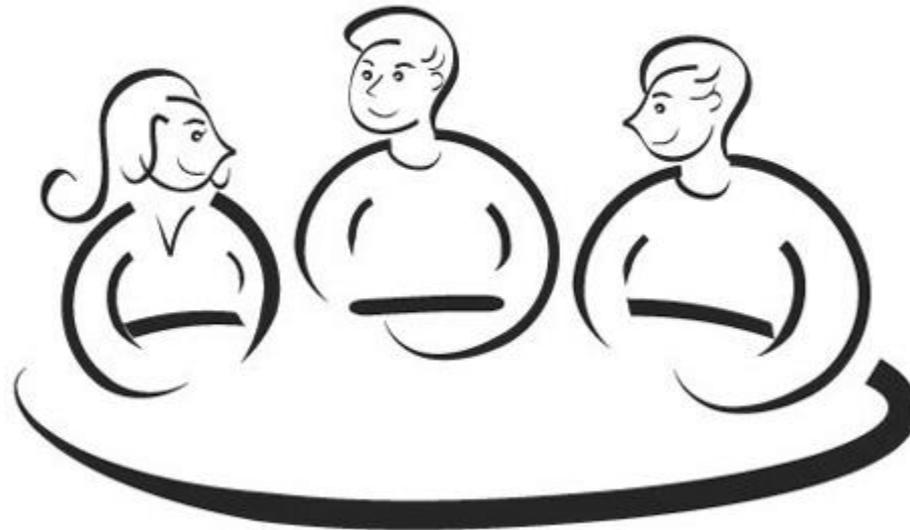
# Working Well

# Short-Term Fix

# Long-Term Fix

# Table Discussions

8:15-9:00



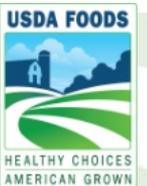
# USDA Foods:

## Food and Nutrition Service

## Customer needs



United States Department of Agriculture  
Food and Nutrition Service



# National School Lunch Act 1946

## Preamble

“The school lunch program is established as a matter of *national security*, and to safeguard the health and well being of the *nations children, and to expand the market with nutritious (domestic) agricultural commodities.*”

**"In the long view, no nation is any healthier than its children, or more prosperous than its farmers."**



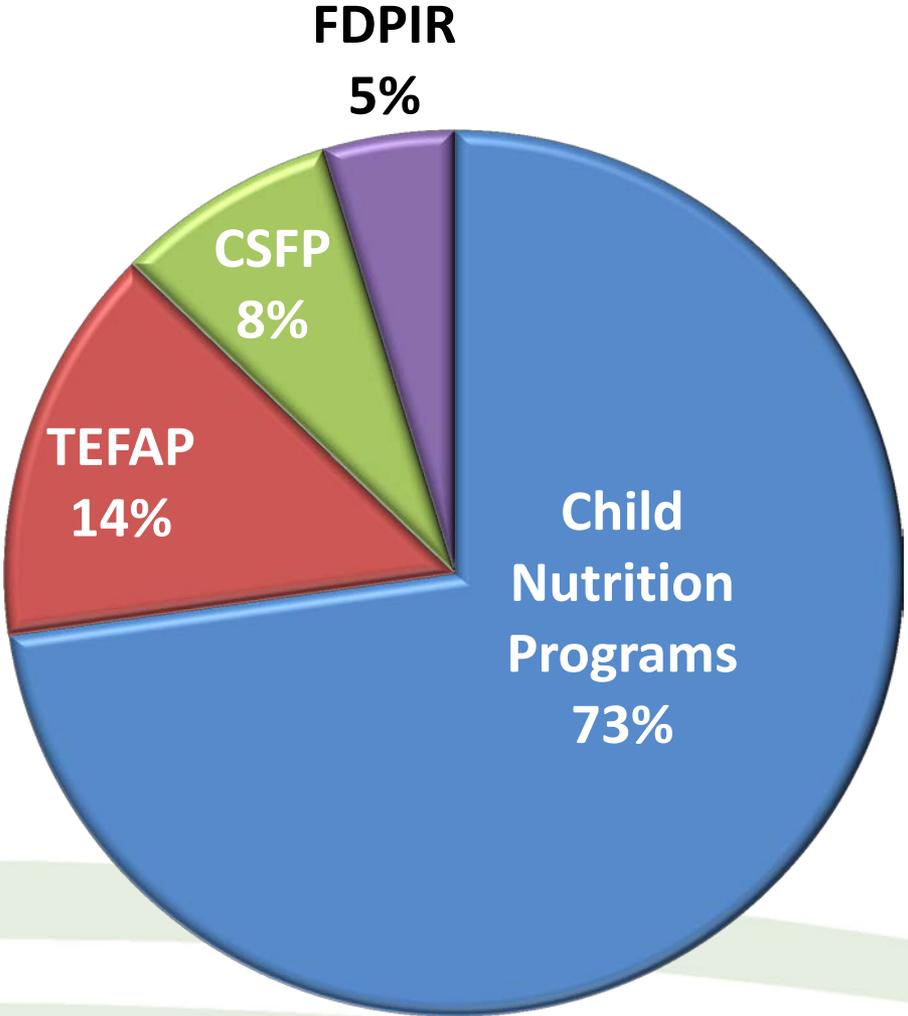
**President Truman signing the National School Lunch Act of 1946**



United States Department of Agriculture  
Food and Nutrition Service



# USDA Foods Estimated FY16 Funding



## Anticipated FY16 Food Purchases

Program	USDA Foods \$
CNP	\$1,600,752,000
TEFAP	\$319,750,000
CSFP	\$175,932,000
FDPIR	\$103,664,000
<b>TOTAL</b>	<b>\$2,200,098,000</b>

# USDA Foods: Operations Updates

- **SY 16 Entitlement Rate = . 3125**
- **\$1.6 BILLION - 12 % of NSLP \$\$**
- **SY 16 Spending @ 92 %**

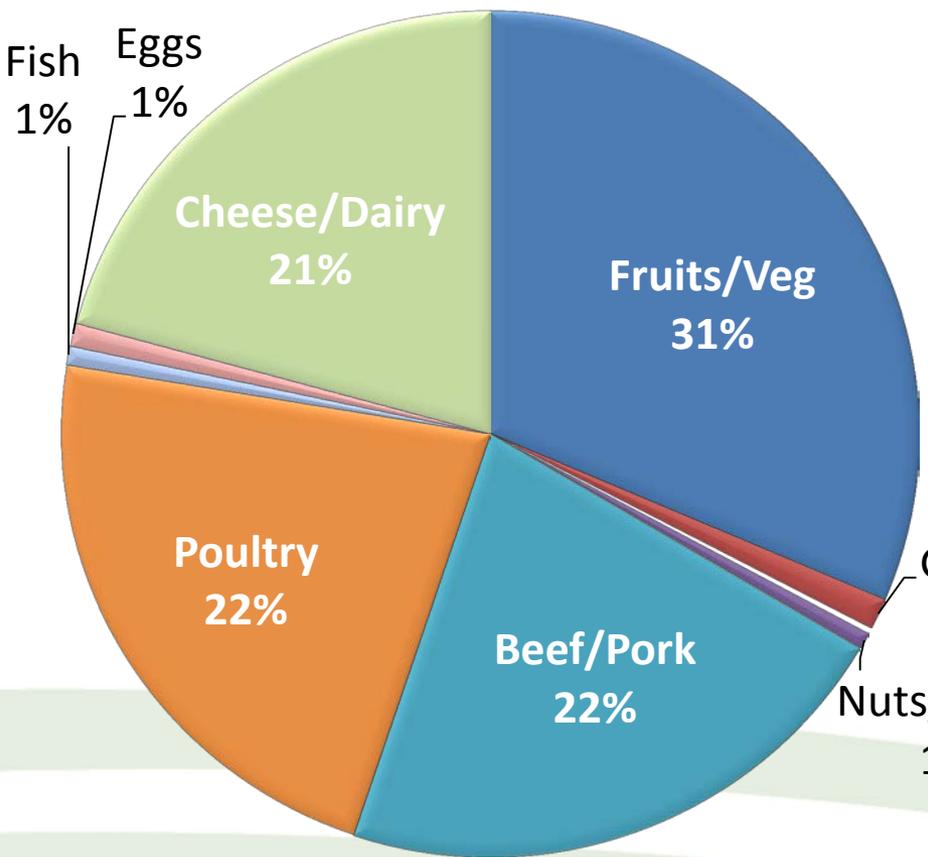


United States Department of Agriculture  
Food and Nutrition Service

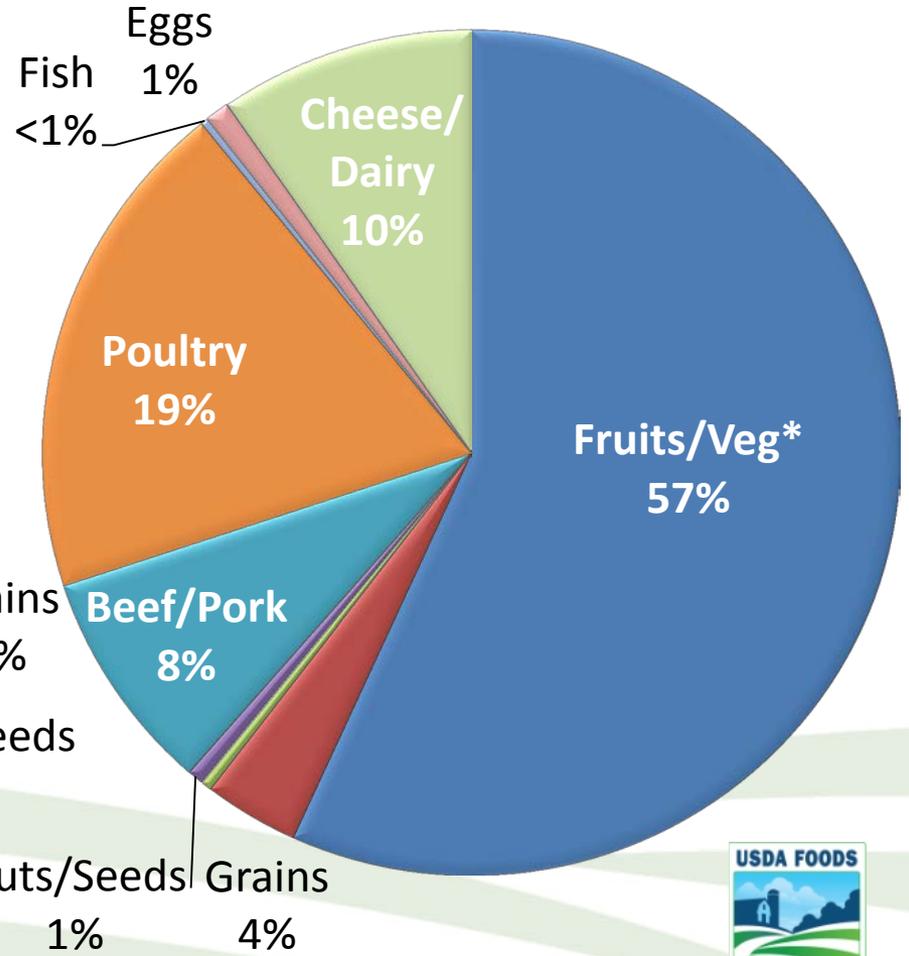


# USDA Foods FY14 School Purchases

**FY14- Total Dollars**



**FY14- Total Pounds**

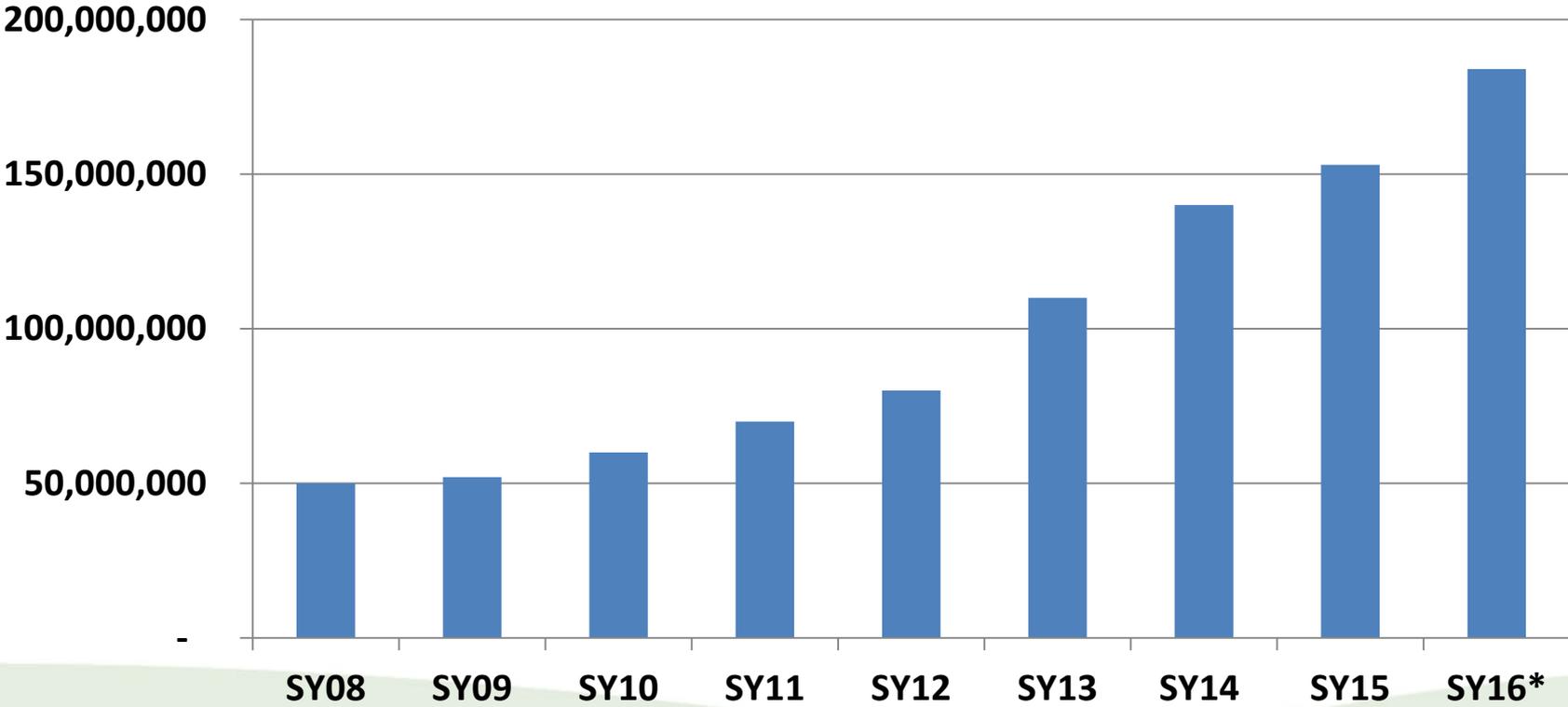


\*Value estimated for DoD Fresh



# USDA Foods: DoD Purchases SY08-16

## DoD Fresh Fruit and Vegetable Program Purchases



\* Estimated

# Obvious Customer Needs

- **Quality Products**
- **Nutritious (LS, LS, LF, WG)**
- **Attractive Labels**
- **Product Information**
- **On time delivery**
- **Prompt customer service**



United States Department of Agriculture  
Food and Nutrition Service



# Quality USDA Foods

- **600 + complaints**
- **54% are FV – only 300...?**
- **Complaints are open an average of 54 days?**

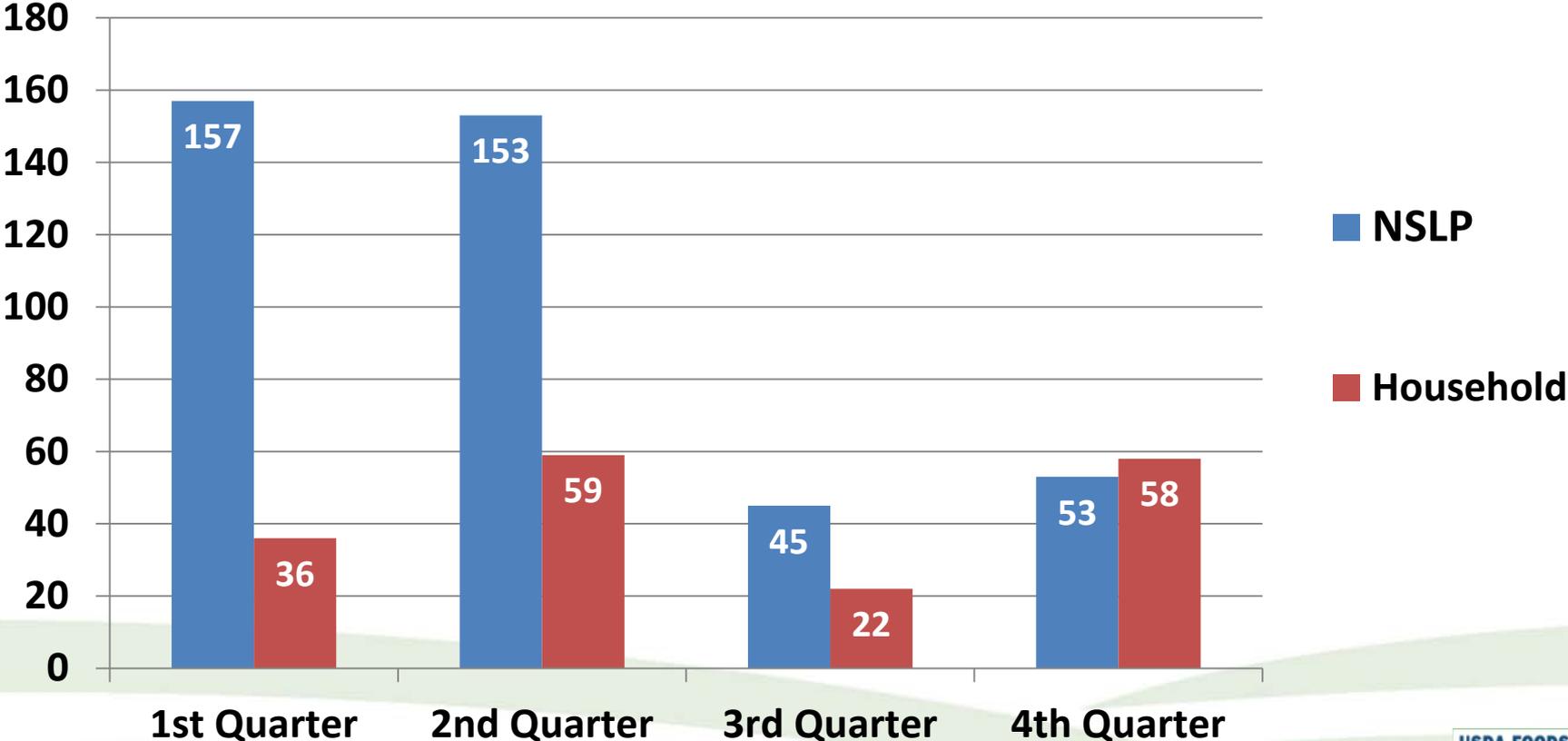


United States Department of Agriculture  
Food and Nutrition Service



# USDA Foods

## FY 15 Complaints

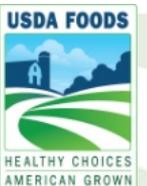


# Nutritious USDA Foods

- Low sugar – 0 added sugar?
- Low sodium...
- Low fat...
- Whole grain - NA



United States Department of Agriculture  
Food and Nutrition Service



# USDA Foods Labels

- **Successful initiative: canned fruits and vegetables**
- **Exploring expansion to other products**
- **Focus on Customer Perception and Providing Needed Information (NOT Date of Pack)**
- **Fruit Cup labels need work**



# USDA Foods Information

## Availability of Nutrition/Allergen/Ingredient Information for Schools

- **Need: Vendor-specific nutrition/allergen/ingredient information for USDA Foods products for schools**
- **Solution: Web-based solution using the Child Nutrition Database; collect USDA Foods vendor information and make available to States/schools**



United States Department of Agriculture  
Food and Nutrition Service



# USDA Foods Focus Areas

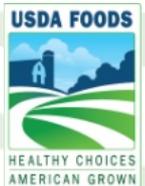
## New Product Needs special populations

- Explore purchase of traditional foods for FDPIR
- Explore purchase of kosher and halal foods
  - Household Programs – Retail Kosher/halal
  - Child Nutrition – Board Rabbi Certified

**PAID FOR BY Board of Jewish Education**  
**\$5,000,000 million dollars to BJE**



United States Department of Agriculture  
Food and Nutrition Service



# **USDA Foods PROMPT DELIVERY**

## **DELIVERED WITHIN THE DELIVERY PERIOD ON SALES ORDER (SO)**

- **DELIVERED WHEN THE CUSTOMER Expects**
- **ON TIME**
- **NOT LATE**
- **BEFORE THE REQUESTED DATE**  
**(if mutually agreed)**
- **DELIVERED BEFORE THE END DATE on SO**



United States Department of Agriculture  
Food and Nutrition Service



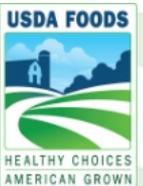
# USDA Foods:

## # 1 Customer need

- To count on USDA purchasing the product as requested
- To count USDA vendors delivering as purchased



United States Department of Agriculture  
Food and Nutrition Service



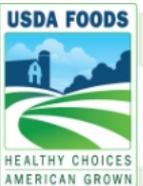
# USDA Foods:

## # 1 Customer need

- States and recipient agencies see the sales order request date and status
- Schools menu and food banks schedule distributions
- Plans are made!
- Communicate **BEFORE** it is **LATE**



United States Department of Agriculture  
Food and Nutrition Service



# USDA Foods Communication

- Quarterly Calls with State Distributing Agencies
- Monthly Ordering Updates
- Conference Call with Processors
- New USDA Foods E-Letter

<http://www.fns.usda.gov/fdd>

-Webinars – What do you and your staff need?

[www.youtube.com/user/USDAfoodandnutrition](http://www.youtube.com/user/USDAfoodandnutrition)

# USDA Foods:

## # 1 Customer need

- **States and recipient agencies need more flexible quantities**
- **Less than truck load quantities**
- **Or more splits**
- **Or Mixed loads**



# Business Management Improvement

- **Critical to the future of our programs**
- **USDA Foods must be efficient and cost effective – NSLP Cost Dynamics Study**
- **Let's get enthusiastic about it!!!**



United States Department of Agriculture  
Food and Nutrition Service



**"In the long view, no nation is any healthier than its children, or more prosperous than its farmers."**



**President Truman signing the National School Lunch Act of 1946**



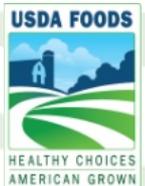
United States Department of Agriculture  
Food and Nutrition Service



# Questions?



United States Department of Agriculture  
Food and Nutrition Service



# Update

Casey Wong-Buehler  
F&V Team Lead



# Staffing

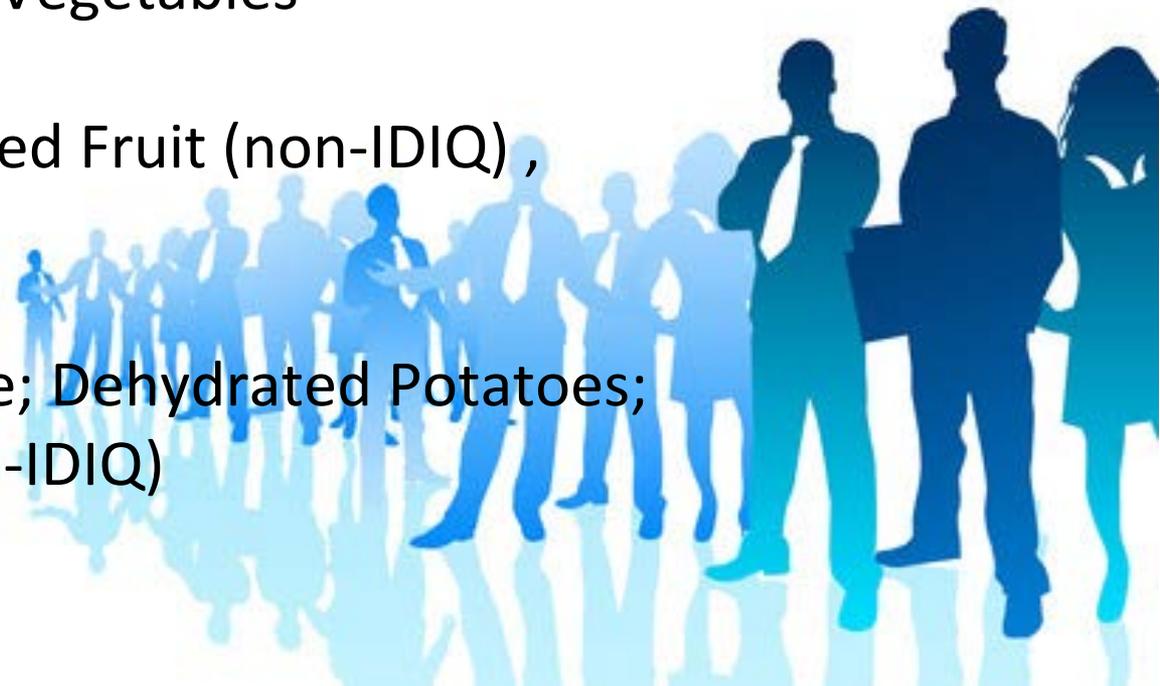
**David Munford** – IDIQ Vegetables; CO Duties

**Christina Sample** – IDIQ Fruit; CO Duties

**Kim Polk**– Fresh Fruit & Vegetables

**Adrienne Collins** – Canned Fruit (non-IDIQ) ,  
Frozen Fruit (non-IDIQ)

**LaShawne Brown** – Juice; Dehydrated Potatoes;  
Canned Vegetables (non-IDIQ)



# Staffing

**Renee Collier** – Dry Beans; Canned Dry Beans

**Camillia Freeland-Taylor** – Frozen Vegetables (non-IDIQ),  
Dried Fruit, Unprocessed Fruit & Vegetable Pilot

**Cedrick Hopkins** – Procurement Technician

**Suzette Offer** – Procurement Technician

**Colleen Nicholson** – Procurement Technician



# Contact List

Updated and posted to website

If in doubt, copy me

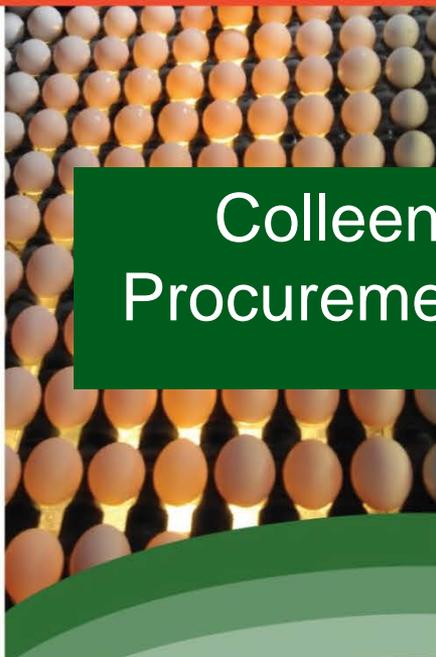




United States Department of Agriculture

# Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses



Colleen Nicholson  
Procurement Technician

## Quick Overview of the Invoicing Process

- Vendor submits invoice to USDA.
- Invoice Receipt Processor manually reviews invoice and supporting documents.
- The supporting documents that **must** be included are a Certificate of Loading/Inspection Certificate.
- The supporting documents that are **optional** are a Proof of Delivery.

## Changes to the Invoicing Process..

- Changes were made to the invoicing process based on vendor's feedback from the 2014 industry conference.
- These changes included:
- Layout of WBSCM has changed
  - Helps us to become more efficient when processing invoices.
  - Helps vendors to create an ASN.

## Changes to Invoices Process..

- Proof of Delivery is now optional.
  - If no POD is present, then The USDA will rely solely on the GR.
  - Or reject if there **is no GR.**
  - Or reject if the GR/invoice **does not match.**

## Vendor Suggestions..

- If no POD is present, vendors run the risk of incurring late fees, if the GR date is entered wrong by the recipient.
- SF-30/Waiver Request- please wait to process until documentation is in WBSCM before invoicing.
- Please combine supporting documents into one attachment  
As this, helps USDA invoice faster.

# Questions..



# Fresh Programs: GAP/GHP Requirements

Casey Wong-Buehler

Team Lead – F&V Contracting



# FSMA

Food Safety Modernization Act

Final Rule is published

More Emphasis on GAP



<http://www.fda.gov/Food/GuidanceRegulation/FSMA/>

# Commercial

What do commercial customers require?

Audit certificates?

Promises?

Do they verify shipments?



# USDA GAP/GHP

GAP – Good Agricultural Practices (growing)

GHP – Good Handling Practices (post-farm)

All Certs reference both GAP and GHP

GAP and GHP have different “scopes”



# GAP Scopes

Farm Review

Field Harvest & Field Packing  
Activities

Post-Harvest Operations

Could also include “House Packing Facilities” if this  
occurs on the farm



# GHP Scopes

Post Harvest Operations

House Packing Facility

Storage and Transportation

Wholesale Distribution

Preventative Food Defense



# Food Defense

Separate Audit Scope (Part 7)

Must be requested by applicant

Required by Master Solicitation:



...Contractor(s) and subcontractor(s) shall have an approved food defense plan in place that provides for the security of a plant's production processes and includes the storage and transportation of pre-production raw materials and other ingredients and post-production finished product.

# Produce GAPs Harmonized Audit

2 Audit Standards

Field and Harvest

Post-Harvest

Covers:

Field Production

Harvesting

Transportation (field to packing house)

Global Market addendum (optional)



# Misleading/Confusing Language

Vendors or subcontractors who are supplying fresh fruit are required to undergo the USDA AMS SCI Division Fresh Products Branch Good Handling Practices (GHP) certifications process, and must score at least 80% on EACH of the following element: House Packing; Storage and Transportation; and Traceback.

In addition to the GHP, vendor or subcontractors/suppliers are also required to undergo the Good Agricultural Practices(GAP)certification process. This requirement must be met prior to bid opening. Brokers are exempt from this requirement.

# What it is supposed to mean

Brokers are only exempt from GHP, not from the requirement to provide certified suppliers

The Vendor needs a GHP audit for the House Packing and Storage/Transportation Scopes.

The Vendor's suppliers have to have GAP audits for the farm and harvest scopes

The Vendor can have additional subcontractors for House Packing and Storage/Transportation



## Assurances from the Farm to the Recipient

Need certificates that cover the whole supply chain: farm to checkloading/inspection

Food Defense is a must for each supplier/subcontractor (Master Solicitation)

Need to know what each company's role is

# Timing / Purchase Schedule

**David Munford**

**Contract Specialist**

**Commodity Procurement Staff**

# Outline

Publishing the Purchase Schedule

Timing of Buys for Various Products

- Quarterly
- Semi-Annually
- Annually

Overlapping Pack Years

Feedback



# Publishing the Purchase Schedule

Published yearly

- Early to Mid April
- Posted to the AMS Commodity Purchasing website

Feedback is welcome and encouraged!



# Quarterly Purchases



Products that are typically available all year round.

# Quarterly Schedule

Solicit and Award:	For Deliveries made:
April/May	July through September
July/August	October through November
October/November	January through March
January/February	April through June

# Quarterly Products

Dry Edible Beans, Peas, and Lentils

Canned Dried Beans

Dried Fruit/Fruit Mix/Fruit & Nut Mix

Dehydrated Potato Flakes

Bottled Juice

Frozen Apple Slices

# Quarterly Products cont'd

## Some Canned Fruit

Cranberry Sauce

RTP Cherries

Plums

Applesauce

Apple Slices

## Some Canned Vegetables

Pumpkin

Soups

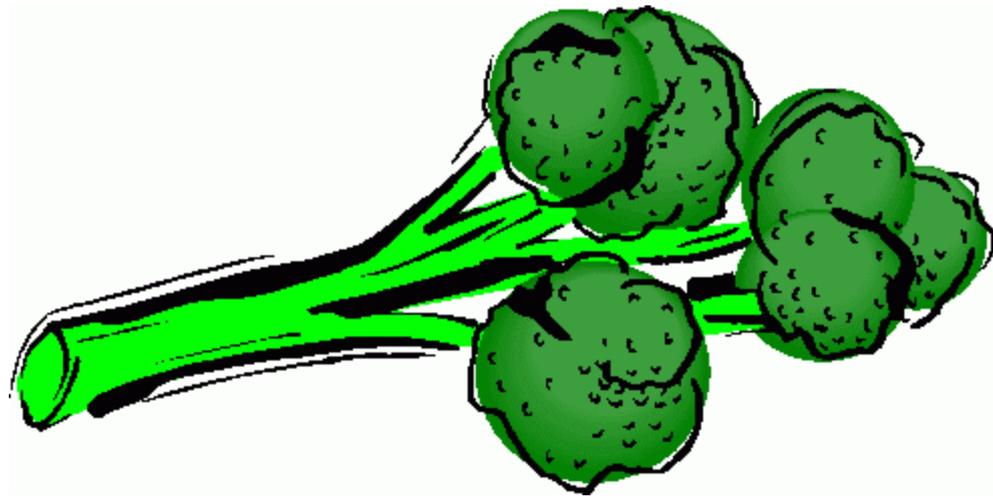
Spinach

Tomato

Hominy

# Bi-Annual Purchases

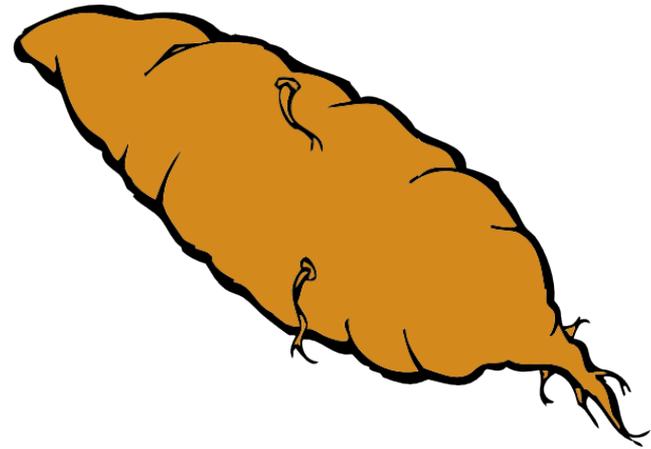
These are purchased twice per year, usually late crops that we split over 2 fiscal years, or because the industry requested it this way (ie. broccoli).



# Bi-Annual Purchases

## Frozen Potatoes

- Sweet Potatoes Mashed
- Sweet Potatoes Random Cut
- Potato Wedges (and fat free wedges)
- Potato Oven Fries
- Potato Rounds



1<sup>st</sup> Solicitation – August; Delivery October through December

2<sup>nd</sup> Solicitation – November; Delivery January through June

# Bi-Annual Purchases cont'd

## Frozen Potatoes – Bulk

Process into frozen, process into dehy, sweet potatoes for further processing

1<sup>st</sup> Solicitation-August; Deliver Oct-Mar

2<sup>nd</sup> Solicitation-November; Deliver Jan-Jun

## Fresh Potatoes (direct delivery)

Round white, Russet

1<sup>st</sup> Solicitation – September; Deliver Nov-Jan

2<sup>nd</sup> Solicitation-December; Deliver Feb-Jun



# Bi-Annual Purchases cont'd

## Frozen Broccoli

1<sup>st</sup> Solicitation – October; Deliver Jan-Jun

2<sup>nd</sup> Solicitation-February; Deliver Jul-Dec

# Annual Purchases

Products purchased only once per year, usually driven by pack season.



# Annual Purchases cont'd

Kosher Products

Canned

Peas, tomato sauce, carrots, green beans,  
tomato paste, applesauce, peaches  
clingstone, pears

Frozen

Peaches freestone, peas, green beans, carrots

Solicit=June; Award=June

Deliver August through the following June



# Annual Purchases cont'd

Orange Juice Concentrate

Solicit=August; Award=September



Delivery November through the following May

# Annual Purchases cont'd

Fruit for Schools

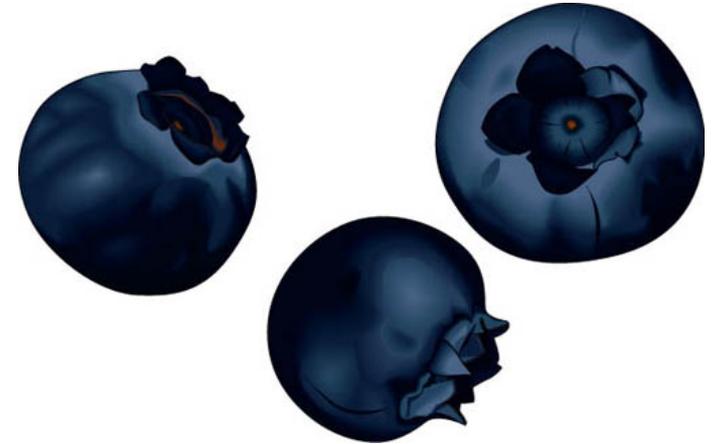
Dried cranberries

Canned cranberry sauce and cherries (RTP)

Frozen blueberries (wild cultivated), cherries (RTP and IQF)

Solicit=June; Award=July

Deliver September through the following March/April



# Annual Purchases cont'd

## Fresh Fruits

Fresh apples for further processing

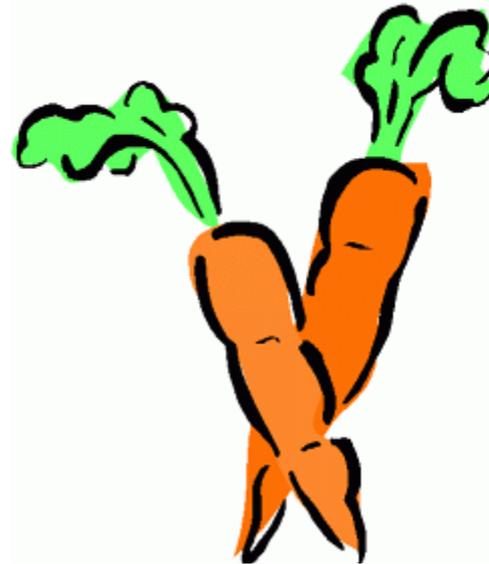
Solicit=July; Award=August

Deliver October through April

Fresh sliced apples and baby carrots

Solicit and Award=July

Deliver October through July



# Annual Purchases cont'd

Fresh Fruits cont'd

Fresh apples (direct delivery)

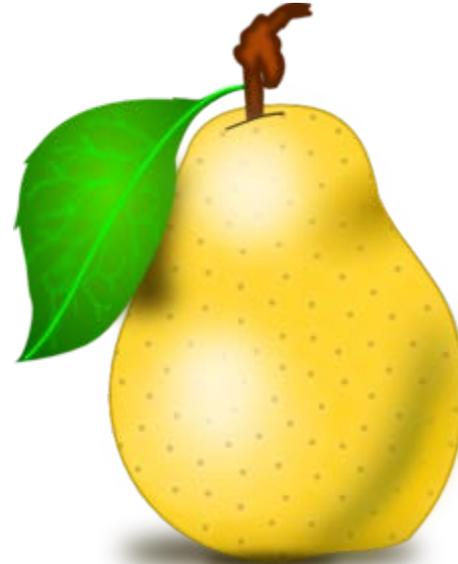
Solicit and Award=July

Deliver October through July

Fresh pears (Bartlett, Bosc, D'Anjou) and fresh oranges

Solicit=August; Award=September

Deliver November through July



# Annual Purchases Cont'd

Frozen Diced Mushrooms

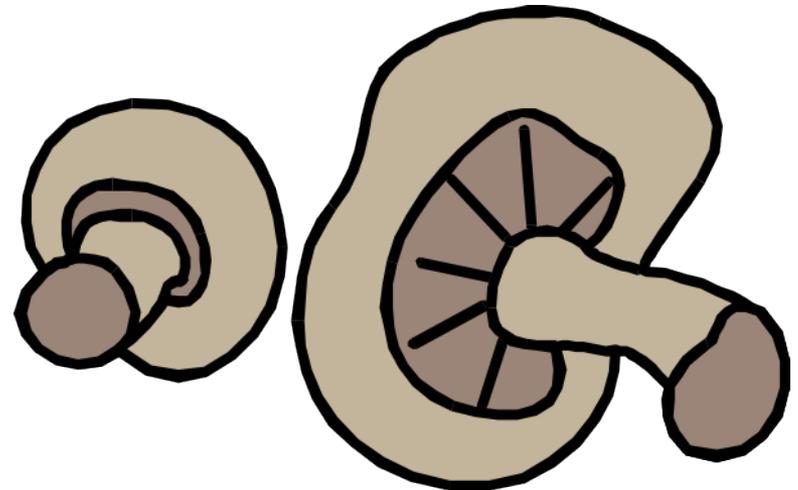
Solicit and Award=August

Deliver November through March (will buy more often if demand increases)

Frozen Chopped Spinach

Solicit=October; Award=November

Deliver January through September



# Annual Purchases

IDIQ Fruit:

Canned and Frozen

Apricots

Peaches

Strawberries

Canned Mixed Fruit

Solicit = March; Award = April

Delivery September/October through August



# Annual Purchases cont'd

## IDIQ Vegetables

### Canned and Frozen

Green beans

Peas

Carrots

Corn

Canned Veg Mix

Diced Tomatoes

Potatoes (White, Sliced)

Solicit = late March or  
early April; Award=May

Deliver October through  
September the following  
year

# Two IDIQ Solicitations

Per Industry Request, we now do 2 IDIQ solicitations for Fruit and 2 for Vegetables

Last year, Veg Round 1 was an IFB

This year, Round 1 Fruits and Veg will be IFB.



# Overlapping Pack Years

Annual Purchases –

Goal is to have product available for delivery for the entire year

Avoid situations where next year's harvest affects the previous year's contracted quantities

Suggestions are welcome

# Questions?





United States Department of Agriculture

# Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses



Inspection - Panel Discussion

Specialty Crops Inspection  
(SCI) Division

October 28, 2015



# SCI Division Panel Discussion

1. Questions and comments on commodity specifications and inspection procedures to SCI Division, Inspection Operations

Attn: [albert.hoover@ams.usda.gov](mailto:albert.hoover@ams.usda.gov)  
[michael.harutinian@ams.usda.gov](mailto:michael.harutinian@ams.usda.gov)  
[michael.blazejak@ams.usda.gov](mailto:michael.blazejak@ams.usda.gov)  
[nate.tickner@ams.usda.gov](mailto:nate.tickner@ams.usda.gov)

Phone 202.720.0295 Fax 202.720.0393

# SCI Division Panel Discussion

## 2. Sodium Requirement Notice to trade

Notice to The Trade  
May 30, 2013

Questions and Answers sheet on the  
Notice to the trade, Sodium Testing.

# SCI Division Panel Discussion

3. Inspection of canned fruit must be performed not more than   X  X   prior to shipment.
- 2012 specification: 90 days
  - 2014 specifications: 12 months
  - Change to: 6 months - canned fruit

# SCI Division Panel Discussion

4. Bruising on potatoes for processing into dehydrated potatoes.

Commodity Specification: No lot should be less than 40% bruise - free.

# SCI Division Panel Discussion

Thank You!

# Break Time



USDA Staff will be available for consultation



# Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses

## Vendor Eligibility Requirements and Participation under the Pilot



*AMS Commodity Procurement*

*Together We're Making a Difference- American Agriculture  
for the American People*

<http://www.ams.usda.gov/selling-food>

# Introduction

- The Agricultural Act of 2014 (Farm Bill)
  - Provide flexibility for using USDA Foods entitlement dollars for the procurement of unprocessed fruits and vegetables (includes fresh cut, dried, and frozen)
  - Use of existing supply chains
  - Allow geographic preference (aka “local”)

# Pilot Process

**VENDOR ELIGIBILITY REQUIREMENTS:** VENDOR SUBMITS APPLICATION AND IS PLACED ON THE AMS ELIGIBLE VENDOR LIST FOR THE PILOT



**CONTRACTING:** STATES/SCHOOLS FOLLOW USDA/FNS PROCUREMENT PROCEDURES



**TRANSACTION:** STATES/SCHOOLS COORDINATE WITH VENDOR FOR DELIVERY, PER THEIR CONTRACT



**INVOICE/PAYMENT:** ONCE DELIVERY IS MADE, VENDOR SUBMITS INVOICE DIRECTLY TO USDA,AMS FOR PAYMENT



**REPORTING:** AMS PROVIDES INVOICE PAID REPORT TO STATES AND FNS; STATES PROVIDE SFA REPORTS TO USDA. → RECONCILIATION

# Application Forms

- A – Company information, contacts, products
- B – Self Certification:
  - PACA License, FDA registration, Food Safety Plan, Product Liability Insurance
- C – Domestic Origin
  - Segregation Plan
- D – Suppliers/Subcontractors
  - Company Information, Products Supplied, Certificates

	Grower	Distributor/Wholesaler/Food Hub <i>Does Repack or Otherwise Handle Fresh Produce</i>	Distributor/Wholesaler/ Food Hub <i>Does NOT Repack or Otherwise Handle Fresh Produce</i>	Processor (Dried or Frozen)	Fresh-Cut
<b>Application Form (Attachment A)</b>	X	X	X	X	X
<b>Self-Certification Form (Attachment B)</b>	X	X	X	X	X
<b>Domestic Origin Certification Form (Attachment C)</b>	X	X	X	X	X
<b>List of Suppliers and Subcontractors (Attachment D)</b> Include for each , as appropriate: - Food Safety Audit Certification - Product(s) supplied		X	X	X	X
<b>Product Segregation Plan, If also handling non-domestic product Product</b>		X	X	X	X
<b>Food Safety Audit Certification (USDA or Global Food Safety Initiative (GFSI Recognized GAP, GMP, and HACCP Audit Certifications)</b>	<b>Good Agricultural Practices (GAP) or USDA Harmonized GAP</b>	<b>Good Manufacturing Practices (GMP) or USDA Good Handling Practices (GHP), Plant Survey or Plant Systems Audit must include Food Defense</b>	<b>Signed statement certifying that vendor meets GHP/GMP, and has been audited (audit can be other than USDA or GFSI recognized) Must have Food Defense Audit benchmarked by GFSI or USDA</b>	<b>Good Manufacturing Practices (GMP) or USDA Plant Survey or Plant Systems Audit must include Food Defense</b>	<b>Good Manufacturing Practices (GMP) or USDA Qualified Through Verification (QTV) must include Food Defense</b>
<b>Hazard Analysis Critical Control Point (HACCP) Plan for Fresh-cut Products must include: End Product Testing for Total Aerobic Plate Count, E.coli, Listeria, and Salmonella</b>					X
<b>WBSCM Vendor Registration Form</b>	X	X	X	X	X

# Verification Audits



USDA-AMS may conduct a facility audit during the initial eligibility period for the Project.

# Vendor Applications

**The application forms and supporting documentation shall be submitted...**

**Electronically to:**

**[FVPilotProject@ams.usda.gov](mailto:FVPilotProject@ams.usda.gov)**

**Fax to:**

**202-720-5871**

**Fed-Ex to:**

**USDA, AMS Commodity Procurement Staff  
1400 Independence Avenue, SW, S-0239;  
Washington, D.C. 20250-0239**

# Contracting

- No federal procurements under the pilot:
  - State- or local-level procurement (contracting) takes place.
  - Key goal: leverage pre-existing commercial distribution channels and school relationships with growers/produce wholesalers/distributors.
- Pilot supports the use of locally-grown foods in NSLP:
  - State- or lower-level procurement may include “geographic preference”
  - (however, is not required by the Farm Bill)

# Invoicing and Payment

MUST register in the System for Award Management ([www.SAM.gov](http://www.SAM.gov)), which requires a DUNS number.

The WBSCM Vendor Registration Form must be submitted to [FVPilotProject@ams.usda.gov](mailto:FVPilotProject@ams.usda.gov).  
Or to [Dianna.Price@ams.usda.gov](mailto:Dianna.Price@ams.usda.gov)

.

# Invoicing and Payment

## □ Send Vendor/SDA Reporting Template to AMS

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	Vendor/SDA Reporting Template: Pilot Project for Procurement of Unprocessed Fruits and Vegetables														
2	Eligible Vendor: <span style="color: red;">Green Grown Farms</span>														
3	Name of Contact Person:														
4	Email Address:														
5	Phone Number:														
6	<i>Vendor Name</i>	<i>Recipient SFA</i>	<i>Delivered To: (Distributor Name), if applicable</i>	<i>City</i>	<i>State</i>	<i>Product Description and Count (if applicable)</i>	<i>Product State of Origin</i>	<i>Quantity</i>	<i>Unit of Measure (cases, pounds, etc.)</i>	<i>Net Weight per Unit</i>	<i>Cost per Unit</i>	<i>Total Cost</i>	<i>Delivery Date</i>	<i>Reference</i>	
7	<span style="color: red;">Green Grown Farms</span>	<span style="color: red;">Los Angeles County Public School</span>	<span style="color: red;">Casey's Food Service</span>	<span style="color: red;">City Y</span>	<span style="color: red;">CA</span>	<span style="color: red;">Lettuce Green Boston, 24 Count</span>	<span style="color: red;">CA</span>	<span style="color: red;">15</span>	<span style="color: red;">cases</span>	<span style="color: red;">10 lbs</span>	<span style="color: red;">\$13.12</span>	<span style="color: red;">\$196.80</span>	<span style="color: red;">4/15/2015</span>	<span style="color: red;">Invoice # 5178, dated 4/17/15</span>	
8	2														
9	3														
10	4														
11	5														
12	6														

<http://www.ams.usda.gov/selling-food>

Market News | Rules & Regulations | Grades & Standards | Services | Resources | Selling Food to USDA

Home > Selling Food to USDA

Stay connected:

## Selling Food to USDA

- Overview
- How the Process Works
- Becoming an Approved Vendor
- Purchase Programs: Solicitations & Awards
- Pilot Project: Unprocessed Fruits & Vegetables**
- Product Specifications & Requirements
- Web-Based Supply Chain Management (WBSCM) System
- Small Business Opportunities
- Contact Commodity Procurement

### Related Websites

- Food & Nutrition Service (FNS)
- Food Safety Inspection Service (FSIS)
- Farm to School Resources
- Know Your Farmer, Know Your Food
- Office of Small & Disadvantaged Business Utilization (OSDBU)
- Federal Business Opportunities (FBO)



## Selling Food to USDA

The Agricultural Marketing Service (AMS) purchases a variety of 100% domestically produced and processed commodity food products. These purchases support American agriculture by providing an outlet for surplus products and encouraging consumption of domestically-produced foods. The wholesome, high-quality products purchased by USDA—collectively called USDA Foods—are delivered to schools, food banks and households in communities across the country, and are a vital component of our nation's food safety net.

**Successful USDA Foods purchasing is a coordinated effort.** AMS develops products and purchase program technical requirements, manages the Web-Based Supply Chain Management System (WBSCM), and conducts the procurements (solicitations, awards, and contract management) in accordance with federal regulations and USDA policy. The Food and Nutrition Service (FNS) manages the food and nutrition assistance programs, including the National School Lunch Program and The Emergency Food Assistance

Stay up to date on USDA food purchases

### News & Announcements

- New AMS Website Launched
- Purchase Announcement for USDA Bison Purchase Program
- Purchase Announcement for USDA Oven Roasted Chicken Purchase Program

# Pilot Project for Unprocessed Fruits and Vegetables Website

**Awards**

- [Pilot Project: Unprocessed Fruits & Vegetables](#)
- [Product Specifications & Requirements](#)
- [Web-Based Supply Chain Management \(WBSCM\) System](#)
- [Small Business Opportunities](#)
- [Contact Commodity Procurement](#)

**Related Websites**

- [Food & Nutrition Service \(FNS\)](#)
- [Food Safety Inspection Service \(FSIS\)](#)
- [Farm to School Resources](#)
- [Know Your Farmer, Know Your Food](#)
- [Office of Small & Disadvantaged Business Utilization \(OSDBU\)](#)
- [Federal Business Opportunities \(FBO\)](#)
- [Food & Drug Administration \(FDA\)](#)
- [System for Award Management \(SAM\)](#)

## Pilot Project: Unprocessed Fruits & Vegetables

As part of the 2014 Farm Bill, AMS and the Food and Nutrition Service (FNS) are conducting a pilot project in up to eight States to provide more purchasing flexibility and options for unprocessed fruits and vegetables, including minimally processed products such as sliced apples, baby carrots, and shredded lettuce. The Pilot project allows participating states to (1) use multiple suppliers and products established and qualified by the Secretary and (2) designate a geographic preference, if desired.

The goal of the Pilot Project is to develop additional opportunities for schools to purchase fresh fruits and vegetables with entitlement funding, while using pre-existing commercial distribution channels and school relationships with growers, produce wholesalers, and distributors. The pilot supports the use of locally-grown foods in school meal programs using entitlement funds.

### Webinars

- **REGISTER NOW August 13:** Webinar on USDA's Pilot Project- Vendor Eligibility Requirements
- **March 16, 2015:** FNS Webinar III on vendor requirements
- **September 10, 2014:** FNS Webinar II on the State Request for Application Process and vendor eligibility requirements
- **August 7, 2014:** FNS Webinar on the State Request for Application Process

### Participating States & SFAs

SHARE



### News & Announcements

- [USDA Cooked Turkey Taco Filling Purchase Program Announced](#)
- [USDA Canned Sockeye \(Red\) Salmon Purchase Program Announced](#)
- [New AMS Website](#)

### Events

- [Pilot Project for Procurement of Unprocessed Fruits and Vegetables \(UFV Pilot\)](#)

### Recent Blogs

- [USDA Agencies, Suppliers and Vendors Taking Steps to Improve USDA Foods Purchase Process](#)

**Be sure to scroll down for more information!**

# For More Information...

<b>Commodity Procurement Contacts</b>	<b>Specialty Crop Inspection Contacts</b>
Casey Wong-Buehler, FV Team Lead <a href="mailto:Casey.Wong-Buehler@ams.usda.gov">Casey.Wong-Buehler@ams.usda.gov</a> (202) 720-7106	Al Hoover, Chief, Federal Inspection <a href="mailto:Albert.Hoover@ams.usda.gov">Albert.Hoover@ams.usda.gov</a> (202) 720-0295
Andrea Lang, Operations Branch <a href="mailto:Andrea.Lang@ams.usda.gov">Andrea.Lang@ams.usda.gov</a> (202) 260-8481	Mike Harutinian, Federal Inspection Branch <a href="mailto:Michael.Harutinain@ams.usda.gov">Michael.Harutinain@ams.usda.gov</a> (202) 205-9869
Camillia Freeland-Taylor, FV Team <a href="mailto:Camillia.Freeland-Taylor@ams.usda.gov">Camillia.Freeland-Taylor@ams.usda.gov</a> (202) 270-3052	Sonya Wilson, Federal Inspection Branch <a href="mailto:Sonya.Wilson@ams.usda.gov">Sonya.Wilson@ams.usda.gov</a> (202) 720-2004



United States Department of Agriculture

# Agricultural Marketing Service

Creating Opportunities for American Farmers and Businesses

A horizontal collage of four images: a close-up of green leafy vegetables, a tray of brown eggs, a field of yellow flowers, and a young boy looking down.

Pilot Project for the Procurement of  
Unprocessed Fruits and vegetables  
October 28, 2015

# Pilot Project Unprocessed F&V

- Application documents/follow-up: to [FvPilotProject@ams.usda.gov](mailto:FvPilotProject@ams.usda.gov)
- Applications reviewed by:  
Michael Harutinian,  
Albert Hoover, and  
Sonya Wilson

# Pilot Project Unprocessed F&V

- If adding new commodity and/or supplier include NEW Attachments A and D
- Questions on GFSI-recognized audits, see GFSI website or ask SCI Division or

Search: [GFSI Recognized Schemes](#)

# Pilot Project Unprocessed F&V

- Please use Current forms on website
- All Food Safety/Food Defense certificates must be kept up-to-date
- Attachment A - Please include standard product name

# Pilot Project Unprocessed F&V

- Fresh-cut - HACCP to include micro tests:
  - Total Aerobic Plate Count (TPC), E. coli, Listeria, and Salmonella.
    - Antioxidant solution – TPC, E. coli, and Listeria
- Verification audits will be conducted by SCI Division Audit Branch

# Pilot Project Unprocessed F&V

**Thank You!**

# Question & Answer



Chuck Parrott