

# Incorporating Values into Procurement Profiles for Child Nutrition Programs



**Trista Grigsby**

Farm to School Specialist

Virginia Department of Education

Richmond, Virginia

[Trista.Grigsby@doe.Virginia.gov](mailto:Trista.Grigsby@doe.Virginia.gov)





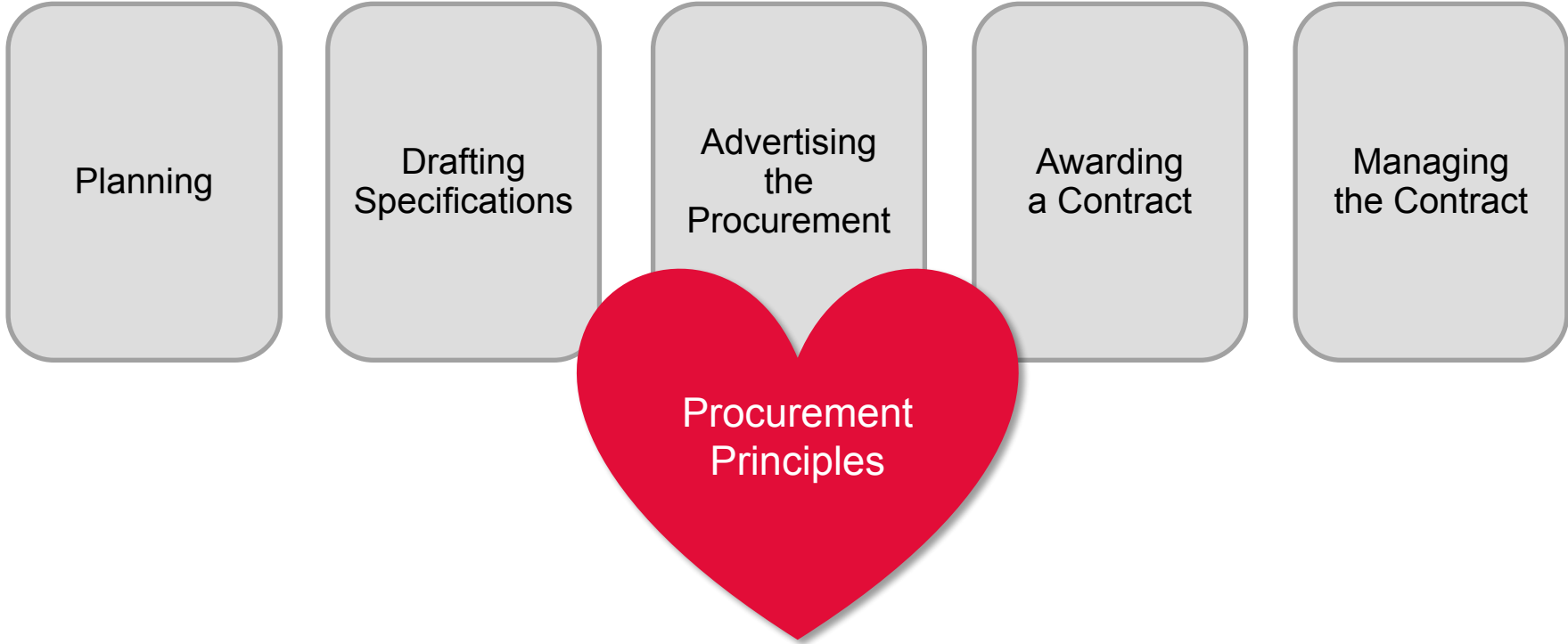
## Agenda:

- Review federal procurement guidelines
- Defining local & Geographic Preference
- How to incorporate values into solicitations
- Defining school/community values



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# What is Procurement?



# Procurement Methods

**≤ Small Purchase Threshold >**

**Informal**

**Small Purchase**

(Requires price quotes. Must accept lowest bid.)

**Micro-purchase**

**Equitably Distribute**

(value of single purchase may not exceed federal \$10,000, VA \$5,000, or local threshold)

Federal Threshold = \$150,000  
Virginia Threshold = \$100,000  
Use most restrictive threshold

**Formal**

**Sealed Bids (IFBs)  
& Competitive**

**Proposals (RFPs)**

(Requires public advertising; can use Geographic Preference)



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## Example of RFP language, Harrisonburg City Schools

“The intent and purpose of this Request for Proposals (RFP) is to establish a contract with one qualified source to supply fresh fruits and vegetables. Please note that HCPS reserves the right to buy Virginia Grown fresh produce direct from farmers, food hubs, auctions, and other small scale aggregators when product is available in support of the division’s farm to school efforts.”



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# Defining Local

A district's definition of local may change depending on the:

- Season
- Product
- Special events



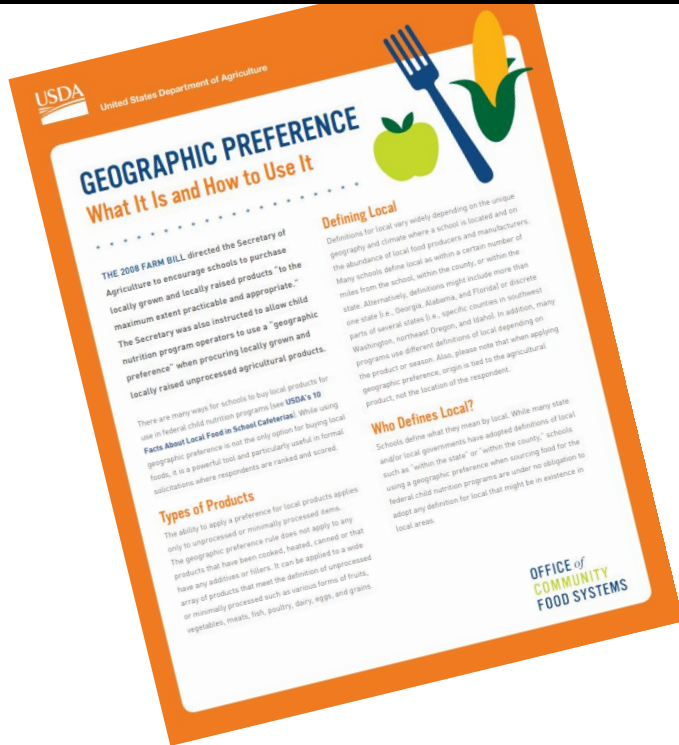
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# Geographic Preference



## Example: Springfield, Oregon

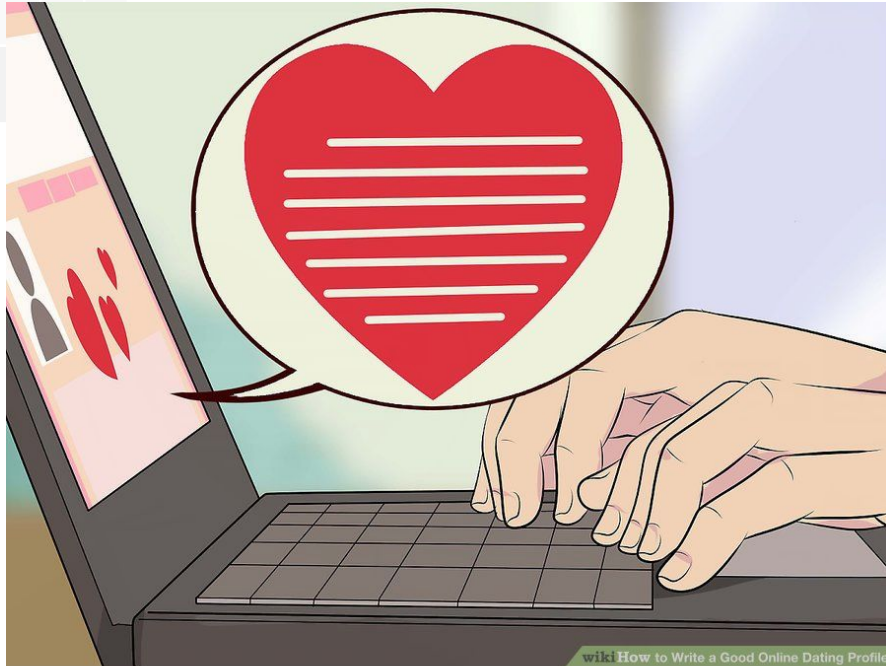
“The District’s intent is to purchase locally grown produce. It is desirable to purchase product from farms that are located as close to Springfield Public Schools as possible in order to provide the freshest produce possible. The District is interested in purchasing produce from farmers whose production practices support environmental sustainability goals, such as (but not restricted to), reduced use or elimination of chemical pesticides and fertilizers, use of organic fertilizers, fewer transport miles between farm and District, and environmentally friendly packaging. Featured Harvest of the Month products will be promoted through the Nutrition Services Department at Springfield Public Schools. In addition, some schools may choose to provide supplemental educational activities in their classrooms and/or their school garden programs.”

<https://fns-prod.azureedge.net/sites/default/files/f2s/GeoPreference.pdf>



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# What is a Procurement Profile?



wild How to Write a Good Online Dating Profile

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Desired		Prohibited	
✓	Local foods	✗	High fructose corn syrup
✓	Women- and minority-owned businesses	✗	Artificial food coloring or dye
✓	Soil and water conservation practices	✗	Lean finely textured beef



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## Incorporating Values into the Introduction/Scope

*[XYZ School Division]* values the community and student benefits inherent in Farm to School. We use local foods to educate students and increase agricultural literacy and nutrition competency, as well as using Farm to School as a primary marketing tool for our feeding program. In our procurement of unprocessed and lightly processed agricultural products, this division desires to include as much local as possible. Our goal is to serve 20% local products.



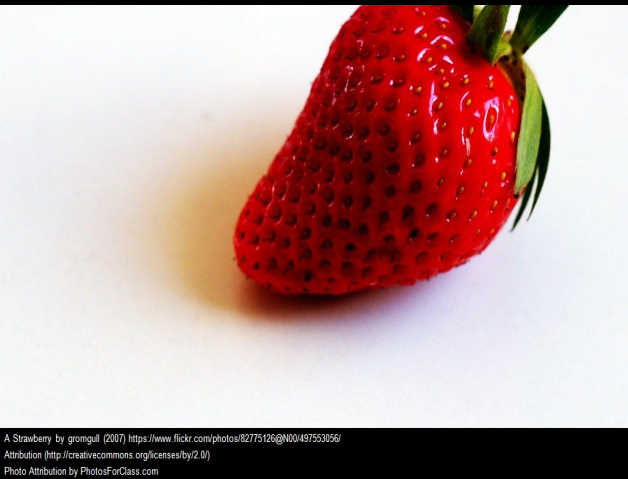
Photo: Anton Croos, [Art of Photography](#)



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# Potential Specifications, Requirements, and Evaluation Criteria to Target Values



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# Determining Values in a School Division

Community input  
+  
Team building



Apple pickers at lunch, courtesy Wikimedia Commons



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# Example: Prince William County Schools

“Promote local produce and increase purchases from Virginia farmers to the extent allowed by law.

Clean label initiative to reduce-eliminate the following:

Artificial colors; Artificial preservatives and additives, specifically BHA, BHT, TBHQ, Propyl Gallate, Benzoates, Sulfites, Azodicarbonamide, Carrageenan; Partially hydrogenated oils; High Fructose Corn Syrup; Artificial Sweeteners; Nitrates, Nitrites, MSG; Antibiotics in poultry and hormones and antibiotics in other animal products; Bleached and bromated flour”



# Lunch Time = Learning Time



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Thank you!



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