Opportunity to Expand Your Business Model to Drive Revenue while Feeding Kids and Families During a Pandemic

August 4, 2020

USDA Farmers to Families Food Box Program
Housekeeping

• Please mute your phone.
• Q&A will be held at the end. Please type questions into the chat box.
• Session will be recorded and sent to all registrants.
Poll
HealthyEating.org

RUSD FFFBP

Packed by Riverside Unified School District Food Hub
The following information is from the SNA COVID-19 June 2020 SFS Survey for the Western states:

Q: Is your program -Serving Fewer, -About the Same, or -More Total Meals?
   • Western 75.8% fewer, 8.6% same, 15.6% more meals served
   • Of those serving fewer meals, over 55% of them are serving over 50% less meals.

64.9% expect a profit loss for the 2019-2020 SY.
Financial loss is expect to be between $42K to $2.6M
A child carries a meal given out as part of a “grab and go” program in Stamford, Conn., on March 17. Many low-income families count on school meals to feed their children. (JOHN MOORE/GETTY IMAGES)

The unemployment rate for women is greater than the rate for men in the COVID-19 downturn

Unemployment rate (%)

<table>
<thead>
<tr>
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<th>February 2020</th>
<th>May 2020</th>
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<tbody>
<tr>
<td>All workers</td>
<td>3.8%</td>
<td>13.0%</td>
</tr>
<tr>
<td>Women</td>
<td>3.4%</td>
<td>14.3%</td>
</tr>
<tr>
<td>Men</td>
<td>4.1%</td>
<td>11.9%</td>
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Note: The unemployment rate is the share of workers in the labor force actively looking for work. Estimates refer to workers ages 16 and older, nonseasonally adjusted. Estimates for the Great Recession refer to the highest unemployment rate recorded for each group around that downturn – in January 2010 for all workers and men, and July 2010 for women.


PEW RESEARCH CENTER
35.5 million food boxes invoiced in round one (May 15-June 30)

18.0 million food boxes invoiced in round two (July 1-August 31)

As of August 3, 2020
Round Three Solicitation for Farmers to Families Food Box Program (currently accepting proposals)

• Solicitation - Full Text (pdf)
• Solicitation - Submission Spreadsheet (xls)
• Webinar Presentation (pdf) | Webinar Recording
Farmers to Families Food Box

USDA is partnering with farmers, ranchers, specialty crop producers, food processors and distributors, and non-profit organizations to ensure that all Americans have access to the fresh and wholesome food they need during the COVID-19 national emergency.

**Farmers**

sell food previously destined for restaurants and bulk purchasers to distributors, preventing waste

**Distributors**

partner with USDA to package family-sized boxes with fresh produce, dairy and meat products, then transport them to non-profits across America

**Families**

pick up food boxes from local schools, food banks, faith-based organizations and other non-profits
Expertise that makes SFS an ideal distributor for the USDA Farmers to Families Food Box Program

- USDA Program Expertise
- Farmer and Vendor Connections
- Bid Process
- Support Food Insecure Children and Families
- Processing Facility
- Institutional Food Service Experts
- Community Collaboration/Connections
- Relationships/Trust
GoFresh, CA: “...We have been able to put about 100 people back to work because of this program...The thankful recipients of the boxes and their reactions to the program are truly humbling and make us proud to be a part of it... Thank you for the opportunity to participate in it.”
Adleit Asi
Director, Nutrition Services

Scott Berndt
Food Hub Coordinator
Scott Berndt – RUSD Food Hub Coordinator

Local Farmer – 2.5 acre urban Farm – Fox Farm – Riverside CA
Blog – Berndtsplants.blogspot.com
Co-chair - Riverside Food Systems Alliance
Board member – Riverside Food Coop.
Sherman Indian High School Agricultural Advisory Council member
Cesar Chavez – Farmworkers Institute of Leadership Development (Field) Agricultural Task Force member.
Submitted and received $2.2 million in grant funding
This is Us…

**Enrollment**
- 45 School Sites
- 43,501 Students
  - Preschool – Twelfth Grade

**Nutrition Programs**
- Mixed District
- 35 NSLP Sites
- 10 Community Eligibility Sites

67% Qualify Free/Reduced

Visit us at Riversideunified.org for more information
38,732 Meals Served Daily
10,732
Breakfast

24,000
Lunch

4,000
Supper (Super Snack)
Farmers Market Salad Bar

- **13 years** (since 2005)
- **100%** of Produce is California grown
- **60%** of Produce is grown in Riverside and surrounding communities
School + Farm

Partnerships between RUSD and local farmers
**Riverside USD Food HUB**

**Block Grant (2019)**
- **California Department of Food and Agriculture**
  - 1st produce distribution arrangement operated by school district
  - Use of locally grown produce
  - Farmers have a central place for distribution
  - Small districts, childcare centers, restaurants, hospitals.

**Local Farm Promotion Program Grant (2018)**
- **United States Department of Agriculture**
  - Provide resources to incubate HUB
  - Farmer Training
    - Food Safety
    - GAP Certification
Buying Local Produce
Scratch Cooking

Taco Crumble

Shredded Pork

Marinara

Pasta Salad
California Thursdays
The RUSD Food Hub was awarded a contract on May 15, 2020
Fill and distribute 7050 produce boxes over 6 weeks.
$204,500 value of the contract ($29.00 per box reimbursement)

Extension of the contract granted on June 1, 2020
Fill and distribute 10,000 produce and dairy boxes over 8 weeks.
$320,000 value of the contract ($32.00 per box reimbursement)

Allowed us to utilize RUSD Nutrition Services staff providing income for
staff that was “off contract” for the summer.
USDA Farmers to Families Food Box Program

USDA requirements – Round 1 and 2

Technical Capacity - Ability to purchase and pack boxes such as infrastructure (warehouse, dock, truck, kitchen) to safely pack and distribute boxes.

Technical Plan – Provide and written plan to implement the contract.

Financial Capacity – Ability to pay farmers/suppliers and wait for reimbursement (District financial statements)

Price – Seemed to be the least important of the contract.
USDA Farmers to Families Food Box Program

◆ USDA Requirements – Round 3

You will need to become a BOA (Basic Ordering Agreement) vendor.

This will allow you to prepare USDA boxes until August 15, 2022 based on need and funding.

Previous requirements apply, but it appears price has been elevated to the same level as other requirements.
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◆ Round 3 box requirements

Mixed box  30-40 lbs. required.

2-3 lbs. Root vegetables – Carrots, onions, potatoes etc.

2-3 lbs. Long lasting fruit – Apples, citrus, stone fruit etc.

1-2 local items – some flexibility here – but must be longer lasting

1 Gallon milk

5-6lbs of dairy items – (One each from two column of dairy items)

5-6 lbs. Meat/egg products  Meat must be precooked and only 1 pound of lunch meant is allowed.

Meat must be refrigerated or frozen  (no canned meat)

Does not to be in same box -  2-3 boxes allowed, but all 3 must be delivered as one box at the same time. Milk can be delivered separately.
USDA Farmers to Families Food Box Program

Additional requirements
Rolling application period – No deadline
Requires truck to trunk or “last mile” delivery
Subcontractors must be identified in application.
Non-profit and food pantries must be identified along with “mutually agreeable” delivery schedule.
Next round will be from Sept 1, to October 31, 2020 to finish current funding.
Do not apply for more boxes than your sure you can do.
Contact Information

Scott Berndt - RUSD Food Hub Coordinator
Sberndt@riversideunified.org
951-452-6840 (cell)
Feel free to contact me for any questions regarding the application.
Q&A

Please add your questions to the chat box.
Poll
KEY TAKEAWAYS

- Read the solicitation completely.
- Important to get the most up-to-date information from the USDA’s acquisition staff.
- Two key submissions
  - Adobe pdf
  - Excel spreadsheet
- Submit questions to FFBQuestions@usda.gov
HealthyEating.org

• Updated website went live in June
• Latest in nutrition resources + science
• Content Simplification + Enhanced Usability
• Explore HealthyEating.org!
Thank You