

Healthy Kids, Healthy Programs

DoD Fresh Commitment District "How-to" and Perspectives

Jackie Morgan
Milton Public Schools

Donna Lombardi
Worcester Public Schools



MASSACHUSETTS DEPARTMENT OF
ELEMENTARY AND SECONDARY
EDUCATION

Benefits for ALL types of Districts

★ Milton Pubic Schools (6 schools)

Enrollment: 3800
350 breakfast meals
2400 lunch meals
Production system: All new on site kitchens

★ Worcester Public Schools (60 schools/sites)

Enrollment: 25,406
11,000 breakfast meals
15,800 lunch meals
1,400 afterschool snacks
Production system: self-prep, pre-plate, receiving



Massachusetts Department of Elementary and Secondary Education

What is DoD Fresh ?

★ allows schools to use USDA entitlement dollars to purchase fresh produce for their meal programs.

★ DOD numbers 10/1/14 thru today:

- ★ \$774,767.53 spent
- ★ 786,791 pounds of produce
- ★ 30,804 cases of produce



Massachusetts Department of Elementary and Secondary Education

Why DoD do for your district?

- ★ EXPAND the variety of fresh produce offered as part of the meal pattern using commodity entitlement \$
- ★ COMPLEMENT “brown box” offerings
- ★ ENSURE districts have access to quality produce for the school meal program regardless of geographical location and distributor availability



Massachusetts Department of Elementary and Secondary Education



What are districts purchasing?

	Bill Price	Dollars Spent	Total Lbs			
APPLES US/IMP 125-138 CT 1/60 LB CS	34.26	34.26	40	GARCIE, USA, CHL, 1/6 CASE	19.95	19.95
		236,763.27	239,028	GARDEN FRESH US LB CS	14.95	14.95
BEAN GGN CHL CUT 1/5 LB CS	23.8	23.8	10	GARDEN FRESH US LB CS	1,085.03	2,069
		4,845.42	1815	GARDEN FRESH US LB CS	38.44	83.26
BROCCOLI FLORETS CHL 4/5 LB BG	21.7	21.7	13	KIMFRESH 800 SH CT US LB CS	66.62	676
		17,351.88	9132		23.27	29
CABBAGE CHL RED SHRED 4/5 LB CO	23.48	23.48	20	LETTUCE CHL ROMANE CAMP 4/2 LB BG	1.02	889
		104.62	1030	LETTUCE CHL ROMA 4/5 LB BG	22.49	139.02
		1,869.04	2440	LETTUCE CHL ROMANE CAMP 4/2 LB BG	19.05	18.05
CABBAGE W/CARROTS CHL GGN SHRED 4/5 LB BG	15.32	107.24	140	LETTUCE CHL ROMA 4/5 LB BG	23.4	23.4
		1,869.04	2440	LETTUCE CHL ROMA 4/5 LB BG	19.05	19.05
CANTALOUPE US#1 12-15 CT 1/25 LB CS	20.14	20.14	35	LETTUCE CHL ROMA 4/5 LB BG	20.64	2064
		25.89	25.89	LETTUCE CHL ROMA 4/5 LB BG	25.14	25.14
CARROT CHL BABY/WH. 1/50/2 OZ PG	25.89	25.89	19	LETTUCE CHL ROMA 4/5 LB BG	40.24	40.24
		29,176.18	22759	LETTUCE CHL ROMA 4/5 LB BG	17	17
CARROT CHL SHRED 4/5 LB BG	21.18	21.18	20	LETTUCE CHL ROMA 4/5 LB BG	84.56	840
		1,873.22	1580	LETTUCE CHL ROMA 4/5 LB BG	24.12	24.12
CARROT CHL STOK 4/5 LB BG	22.23	111.15	100	LETTUCE CHL ROMA 4/5 LB BG	3,482.39	4820
		8,950.80	8710	LETTUCE CHL ROMA 4/5 LB BG	36.6	3224
CARROTS, SMOOTH, CUT, CHL	20.14	20.14	25	LETTUCE CHL ROMA 4/5 LB BG	175,861.35	65,580
		181.26	225	LETTUCE CHL ROMA 4/5 LB BG	28.1	28.1
CAULIFLOWER 12 CT 1/20 LB CS	27.08	27.08	22	LETTUCE CHL ROMA 4/5 LB BG	384.87	384.87
		1,274.96	1144	LETTUCE CHL ROMA 4/5 LB BG	44,861.77	15880
CELERY CHL DICE 1/10 LB CO	9.15	18.3	10	LETTUCE CHL ROMA 4/5 LB BG	23.48	23.48
		13,955.11	10555	LETTUCE CHL ROMA 4/5 LB BG	11.89	11.89
CUCUMBERS FRESH/US#1 SELECT 40 LB CS	26.41	52.82	80	LETTUCE CHL ROMA 4/5 LB BG	12.45	12.45
		9,142.26	14885	LETTUCE CHL ROMA 4/5 LB BG	14.28	14.28

Massachusetts Department of Elementary and Secondary Education



What are districts purchasing?

SALAD MIX CHL SPRING MIX 1/2 LB BG	10.2	51	15
SALAD MIX, ROMAINE BLEND, 4/5 LB BG	22.49	22.49	20
SALAD MIX CHL LET/CAR/CAB 4/5 LB BG	19.93	119.58	120
		49,785.35	44749
SPINACH CLEAN & TRIM 4/2.5 LB PG	19.61	599.86	260
		6,165.75	3088
SQUASH BUTTERNUT PEEL SEEDED 1/10 LB BG	10.72	64.32	60
		1,015.96	780
SQUASH YELLOW 1/20 LB CS	16.47	16.47	20
SQUASH ZUCCHINI MED 1/20 LB CS	16.47	16.47	20
SQUASH, BUTTERNUT, PEELED, CHL, 20 LB CS	21.44	214.4	200
		3,652.84	3700
STRAWBERRY CLAMHELL 8/1 LB CO	16.47	16.47	8
		13,125.73	5144
TANGERINES, FRESH, 40 LB CASE	26.41	26.41	40
		36,005.00	50,160
TOMATO CHL DICE FOR TACOS 1/2 5 LB BG	10.04	100.4	50
TOMATO GRAPE 1 1/2 1/2 CS 1/10 LB CS	19.61	156.88	80
TOMATO US#1 2-1/2" MIN 1/25 LB CS	22.23	444.6	500
		33,689.84	28915
WATERMELON, FRESH	9.05	45.25	60
		2,656.94	3600
TOTAL	774,767.53	786,791.00	

Massachusetts Department of Elementary and Secondary Education



Deciding Factors *as varied as there are districts*

- ★ type of meal programs
- ★ number of meals served
- ★ application to the meal pattern
- ★ site-by-site production system
- ★ site-by-site meal delivery system
- ★ current produce supply chain(s) willing to serve your district

Massachusetts Department of Elementary and Secondary Education



Is Your District Eligible for SY 14-15 ?

- ★ must have \$25,000 or more in actual Entitlement for SY 14 -15
- ★ will receive an email from ESE notifying of qualification
- ★ all eligible districts wishing to participate will need to complete DOD Fresh Commit Form via Security Portal
- ★ includes new and existing DOD districts including us ☺

Massachusetts Department of Elementary and Secondary Education



STEP 1: Brown Box Order Form **Budgeting Tool**

- ★ \$ value removed from commodity allocation for upcoming year
- ★ great use of funds after estimated diversion value, and estimated brown box value has been quantified
- ★ statement of intent \$ value to DOD

Massachusetts Department of Elementary and Secondary Education



When Does Notification Happen?

- ★ USDA assistance rate is published in July for FY'15 ~ *school year 2014-2015*
- ★ set up in Security Portal
- ★ notification usually sent August 2014
- ★ Funds available for use October to June
- ★ Funds do not carry for summer or next year, must use by 6/30 or lose!



Massachusetts Department of Elementary and Secondary Education

ESE Reviews Security Portal Submissions

- ★ approves
- ★ deducts DOD committed \$ from entitlement
- ★ submits \$ amounts to DOD



Massachusetts Department of Elementary and Secondary Education

DOD / FFAVORS

- ★ DOD Loads district \$ into FFAVORS
- ★ New districts receive email for e-authorization process to get log-in and password for FFAVORS



Massachusetts Department of Elementary and Secondary Education

Step 2: The School Year Begins

- ★ LOG onto the FFAVORS
- ★ \$ Balance is PRE-LOADED based on Commit Form
- ★ delivery/school sites are SET UP for the district
- ★ Central/single delivery point
- ★ PLACE ORDERS:
weekly delivery \$150.00 minimum
- ★ \$ will be drawn down
- ★ \$ balances maintained



Massachusetts Department of Elementary and Secondary Education

Supplier: A.T. Siravo

- ★ ordering is all done on-line
- ★ DoD already set up with vendor: each school in the system
- ★ minimum \$150.00
- ★ delivery usually occurs 6 days after placing order i.e. place order on Friday for delivery following Thursday (has held well over the weekend)
- ★ deliveries may vary per region
- ★ may call supplier with question



Massachusetts Department of Elementary and Secondary Education

Step 3: DoD offerings

- ★ vary by month and season
- ★ locally grown/sourced noted
- ★ **fresh whole:** apples, cabbage, lettuce etc.
- ★ **pre-cut bulk:** coleslaw mix, baby carrots, shredded carrots, celery sticks and diced, diced potatoes, salad mix, diced tomatoes, etc.
- ★ **pre-cut pre portioned:** apple slices, baby carrots



Massachusetts Department of Elementary and Secondary Education

DoD LIVE

FAVORS Web Welcome MILTON PUBLIC, MA
Supporting/Ordering For MILTON HIGH

Order Confirmation Screen
You have requested the following items for delivery on May 7, 2014.
Please review the listing and click on "Confirm Order" below to confirm this order.

THIS ORDER IS NOT PLACED UNTIL CONFIRMED BELOW!!!

Item Code	Description	Case Contents	Case Price	Case Order Quantity	Actual Case	Final Source
16862	APPLES, CH. SL. GRAV. 1602 OZ CO	12 LB	\$28.15	10	\$281.50	Prebid
16867	BROCCOLI FLORETS CH. 4.5 LB BQ	12 LB	\$32.19	10	\$321.90	Prebid
16874	CARROT CH. BABY W/SL 1602 OZ PG	16 LB	\$27.48	8	\$219.84	Prebid
17572	CARROT CH. 6#40 4.5 LB BQ	20 LB	\$27.18	7	\$210.26	Prebid
16704	CASHEW CH. 5704 4.5 LB BQ	20 LB	\$23.67	11	\$240.39	Prebid
17738	CUCUMBERS FRESH LIGHT SELECT 4 LB CS	40 LB	\$18.19	11	\$199.99	Prebid
16244	LETTUCE CH. ROMAINE CHOP 62 LB BQ	12 LB	\$21.19	10	\$211.90	Prebid
16919	LETTUCE CH. 5#40 4.5 LB BQ	12 LB	\$19.93	11	\$199.30	Prebid
17136	ONION DRY SPANISH 12#1 FARM 120 LB CS	20 LB	\$15.83	11	\$158.30	Prebid
16752	ONION RED DRY 12#1 FARM 120 LB CS	20 LB	\$27.75	10	\$277.50	Prebid
16402	ORANGE 113 OZ 1 LB CS	30 LB	\$28.93	10	\$289.30	Prebid
16244	PEPPER DRY SPAN BELL 22 LB CS	22 LB	\$17.25	11	\$172.50	Prebid
16402	PEPPER DRY 1602 OZ 1 LB CS	22 LB	\$26.80	11	\$268.00	Prebid
16929	STRAWBERRY CLAMHELL 81 LB CS	12 CS	\$20.14	10	\$201.40	Prebid
16971	TOMATO GRAPE 12#1 PG 110LB CS	10 LB	\$18.47	10	\$184.70	Prebid

State Funds subtotal = \$0.00
Federal Funds subtotal = \$1,102.41
Stock Funds subtotal = \$0.00
Total cost = \$1,102.41

[Confirm Order] [Show Cart] [Continue Shopping]



Massachusetts Department of Elementary and Secondary Education

DoD LIVE

FAVORS Web Welcome MILTON PUBLIC, MA
Supporting/Ordering For MILTON HIGH

THANK YOU! YOUR ORDER HAS BEEN PLACED!
Your Order Confirmation Number Remains: 010805097
Your Requested Delivery Date is: May 7, 2014
Ordered on: May 1, 2014
(Use your browser's print button to print a hardcopy of your order.)

ORDER SUMMARY

Item Code	Description	Case Contents	Case Price	Case Order Quantity	Actual Case	Final Source
16862	APPLES, CH. SL. GRAV. 1602 OZ CO	12 LB	\$28.15	10	\$281.50	Prebid
16907	BROCCOLI FLORETS CH. 4.5 LB BQ	12 LB	\$32.19	10	\$321.90	Prebid
16874	CARROT CH. BABY W/SL 1602 OZ PG	16 LB	\$27.48	8	\$219.84	Prebid
17572	CARROT CH. 6#40 4.5 LB BQ	20 LB	\$27.18	7	\$210.26	Prebid
16704	CASHEW CH. 5704 4.5 LB BQ	20 LB	\$23.67	11	\$240.39	Prebid
17738	CUCUMBERS FRESH LIGHT SELECT 4 LB CS	40 LB	\$18.19	11	\$199.99	Prebid
16244	LETTUCE CH. ROMAINE CHOP 62 LB BQ	12 LB	\$21.19	10	\$211.90	Prebid
16919	LETTUCE CH. 5#40 4.5 LB BQ	12 LB	\$19.93	11	\$199.30	Prebid
17136	ONION DRY SPANISH 12#1 FARM 120 LB CS	20 LB	\$15.83	11	\$158.30	Prebid
16752	ONION RED DRY 12#1 FARM 120 LB CS	20 LB	\$27.75	10	\$277.50	Prebid
16402	ORANGE 113 OZ 1 LB CS	30 LB	\$28.93	10	\$289.30	Prebid
16244	PEPPER DRY SPAN BELL 22 LB CS	22 LB	\$17.25	11	\$172.50	Prebid
16402	PEPPER DRY 1602 OZ 1 LB CS	22 LB	\$26.80	11	\$268.00	Prebid
16929	STRAWBERRY CLAMHELL 81 LB CS	12 CS	\$20.14	10	\$201.40	Prebid
16971	TOMATO GRAPE 12#1 PG 110LB CS	10 LB	\$18.47	10	\$184.70	Prebid

State Funds subtotal = \$0.00
Federal Funds subtotal = \$1,102.41
Stock Funds subtotal = \$0.00
Total cost = \$1,102.41



Massachusetts Department of Elementary and Secondary Education

Step 4: Application to Meal Programs

- ★ breakfast
- ★ lunch
- ★ afterschool snack
- ★ other



Massachusetts Department of Elementary and Secondary Education

Produce Price Comparison May 2014

	DoD	local vendor
Carrot snack bags	\$27.46	\$29.33
Broccoli Florets 12#	\$22.75	\$29.15
Red Peppers	\$1.39#	\$1.99#
Cucumbers	\$19.19	\$27.60
Strawberries Flat	\$20.14	\$32.20



Massachusetts Department of Elementary and Secondary Education

DoD Advantages

- ★ enhance and complement existing procurement practices included Farm to School
- ★ expand offerings of fresh vegetables and fruits to students, potentially increasing consumption and school meals served
- ★ ensure and broaden supply chain if geographically challenged



Massachusetts Department of Elementary and Secondary Education

Remember American Grown

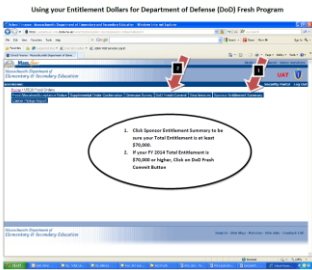
- ★ all incoming product must be checked to be sure it is *American* grown
- ★ refuse if it is not and let ESE know
- ★ contract management issues for ESE to address with DOD!



Massachusetts Department of Elementary and Secondary Education

Handouts

FFAVORS FAQs and Tips



This document is intended to supply answers to commonly asked questions about FFAVORS and the associated website.



Massachusetts Department of Elementary and Secondary Education

USDA Food Distribution Website

DoD Fresh Fruit and Vegetable Program

<http://www.fns.usda.gov/fdd/dod-fresh-fruit-and-vegetable-program>

[About DOD Fresh Fruit and Vegetable Program](#)

[Defense Logistics Agency Produce Website](#)

[Farm to school state contacts](#)

[FFAVORS Web](#)

[DoD Vendor Information](#)

[Using DoD Fresh for Local Produce Purchases](#)

[USDA Farm to School Fact Sheet](#)

[DoD Fresh: The Basics Webinar](#)



Massachusetts Department of Elementary and Secondary Education

Questions and Comments????



Massachusetts Department of Elementary and Secondary Education
