



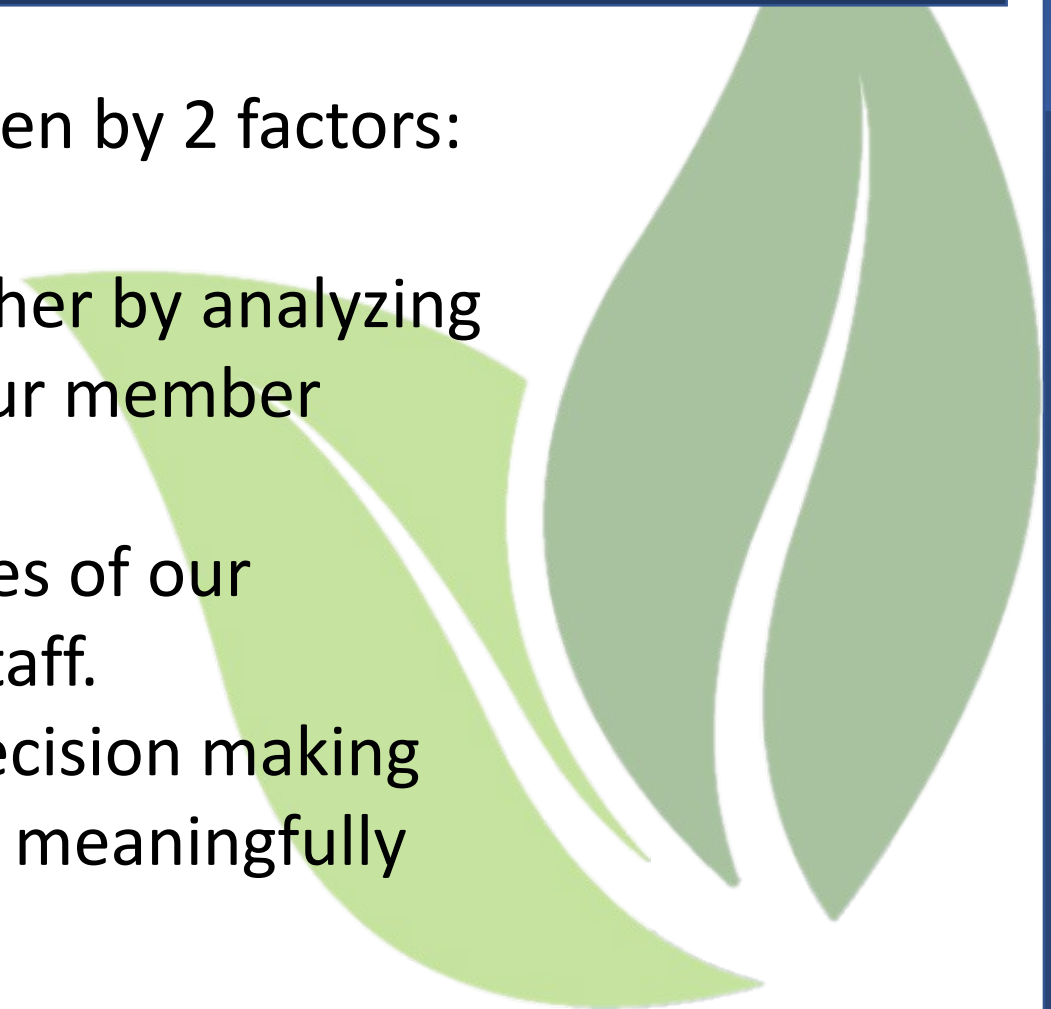
Procurement Practices in School Meals: Making Real Change Work for Healthier Meals

Preamble

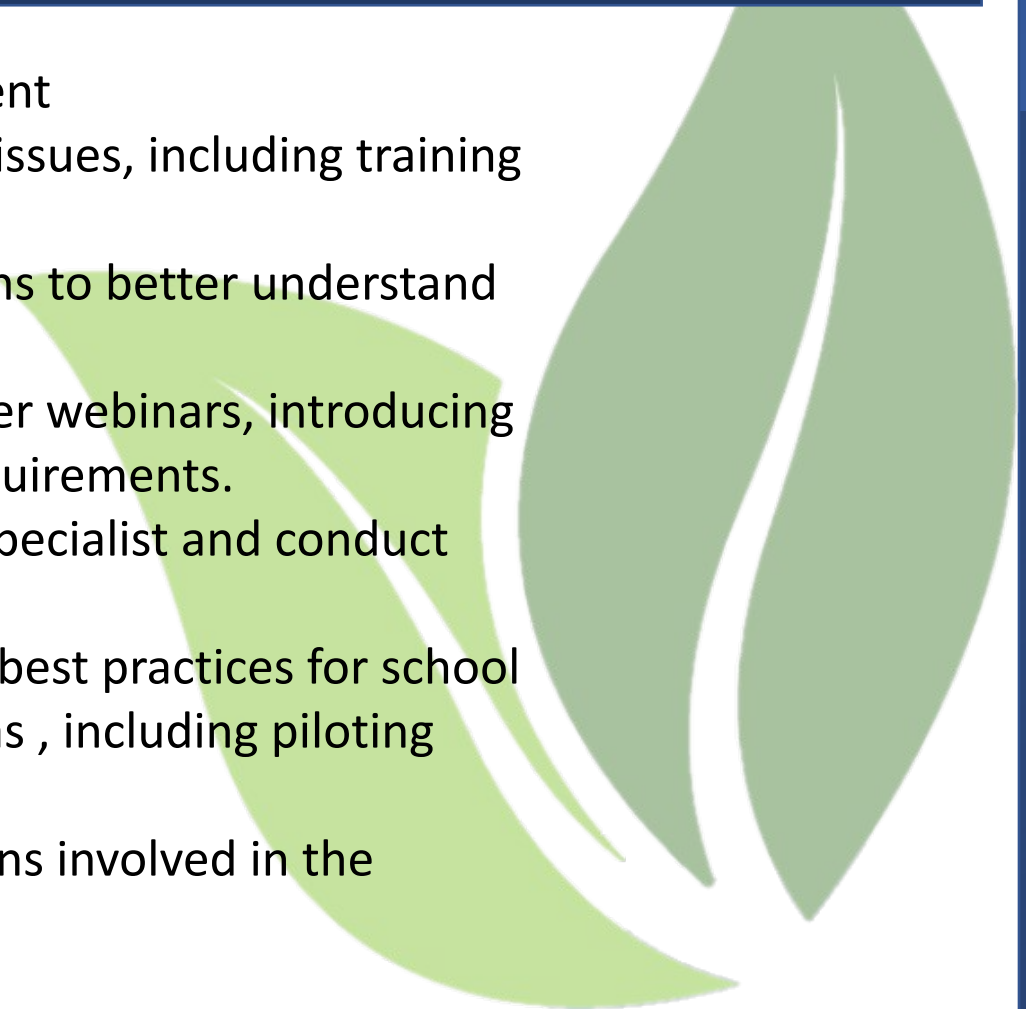
Our core areas of work are driven by 2 factors:

1. First, the information we gather by analyzing actual purchase data from our member districts.
2. The expertise and experiences of our members and professional staff.

These two factors drives our decision making on how we can best contribute meaningfully to the field.




Areas of Focus

1. Discover core issues in school food procurement
 2. Develop a plan of action based on those core issues, including training materials and regulation changes.
 3. Engage farmer and produce allied organizations to better understand the needs of minority owned, small farmers.
 4. Engage large urban districts in farmer/producer webinars, introducing farmers to the procurement timelines and requirements.
 5. Develop a group of contracted procurement specialist and conduct TeamUp trainings around the country.
 6. Collaborate with outside expertise to identify best practices for school procurement, defining new business plan ideas , including piloting these ideas.
 7. Conduct presentations to national organizations involved in the business of school procurement.
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Phase One

Investigative Phase

1. Create an Advisory/Work Group
 2. Review procurement rules at federal, state, local levels.
 3. Review procurement trainings available and identify gaps.
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Phase Two

Development Phase

1. Developing a national bid template.
2. Develop trainings needed.
3. Conduct TeamUp trainings around country.
4. Webinars for local producers.



Phase Three

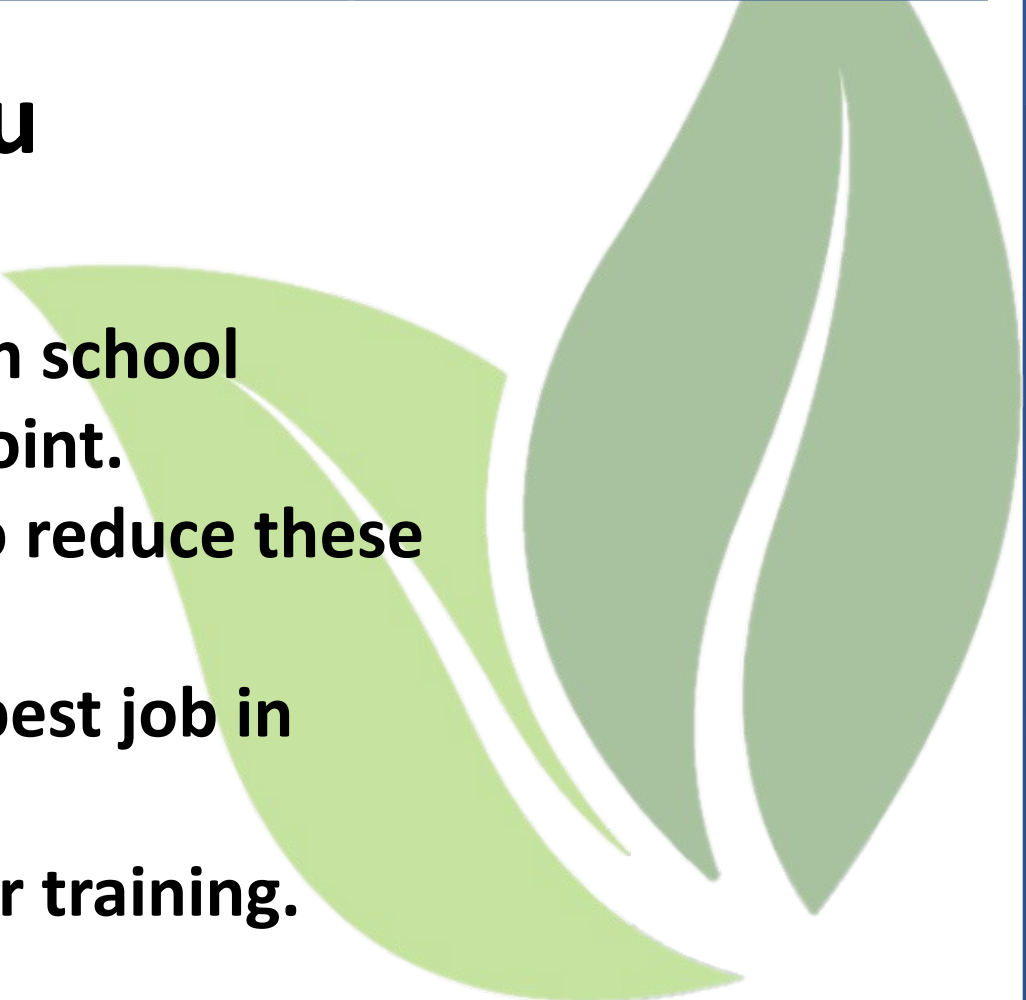
Piloting Change

1. Conducting Pilots
 - finding committed districts, state agencies, and regional offices to try using all information gathered by the work in cooperative agreement to try new ways of procuring school food.
2. Preparing a proposal for a new school food procurement business plan to USDA/Congress



Your Partnership

We Need You

- 1. Identify the 6 top pain points in school procurement from your viewpoint.**
 - 2. Identify action steps needed to reduce these issues.**
 - 3. Who are the SFAs that do the best job in procurement.**
 - 4. Give us your ideas for topics for training.**
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Questions?

