



Local Procurement Building Relationship with Farmers



MINNEAPOLIS
PUBLIC SCHOOLS
Culinary & Wellness Services





15 farms and farm cooperatives



40 vegetables & fruits
176,000 pounds | \$225,000



Free-range turkey & grass-fed beef
\$120,000





Farm to School

Small to mid-size sustainable farmers within ≈ 100 mile radius

Produce “contracts” via Farm to School RFP

Local

Larger farmers and manufacturers within ~ 200 mile radius

Through regular vendors or direct from manufacturers

Produce, meat, bread products, grains



Benefits of Forward Contracting for Schools:

Ensures supply of desired products

Time for on-boarding and training

Menu planning

Choice in suppliers/farms

Long-term partnerships





Benefits of Forward Contracting for Farms:

- Ensured outlet for produce
- Time for sufficient planning
- Specialize in specific items
- Investment in farm
- Long-term partnerships
- Access to a meaningful market

Farm to School RFP

- Request for Proposal
- Annual competitive bid process
- Open to all interested farms, farm cooperatives, food hubs, and aggregators

Available on MPS website:
<https://cws.mpls.k12.mn.us/farms>





What is Provide in the RFP:

- Overview of food service operation & Farm to School program
- Farm to School Goals & Values
- Farmer Expectations
 - Food safety plans/GAP certificates, limited liability insurance, traceability, produce quality and specifications, trainings & site visits
- Farm to School process
 - Ordering, delivery, invoicing, payment
- Items that you are seeking to buy





What we ask in the RFP:

- General farm information
- Wholesale experience and references
- Response questions
 - *ie. Farm/organization mission, commitment to sustainability, equity and diversity*
- Food safety
- Produce pricing & volume



MPS Forward Contracting Timeline

Mid December:

Information Meeting for
Prospective Growers

Mid-February:

Farm Proposals Due

Mid January:

Issue Farm to School
RFP

Late February:

Award produce items
to farms


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graph LR; Farm --> Aggregator["Aggregator (in some cases)"]; Aggregator --> Produce["Produce Company"]; Produce --> Culinary["Culinary Center or School"];
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Farm

Aggregator
(in some cases)

Produce
Company

Culinary
Center or
School



Value Based Scoring

- Strategy to compare bids based on Farm to School values
- Developed in partnership with USDA
- Scoring system creates multiplication factor to apply to each farm's bids





MPS Selection Criteria

High quality produce – 20%

Food Safety – 20%

Customer Service – 15%

Sustainability – 15%

Equity & Diversity – 10%

Organizational capacity – 10%

Community & Value Alignment – 10%

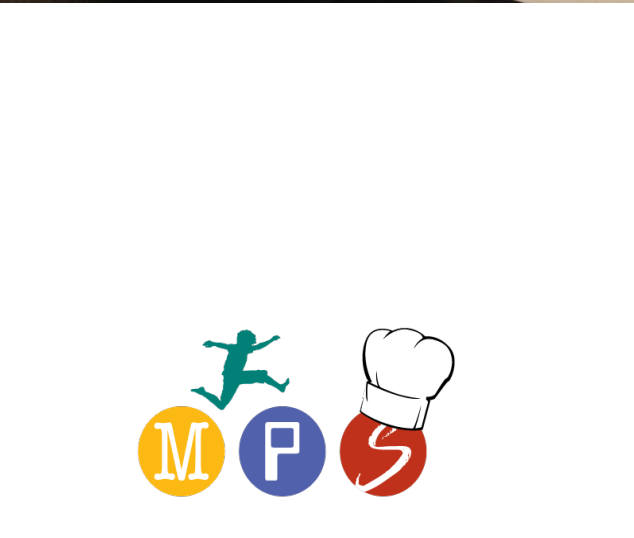


Our Best Practices for Successful Forward Contracting



- Think about what items make sense for your contract
- Set reasonable expectations with farms through RFP
- Build relationships!
 - *Take time to get to know your farmers and understand their operations*
- Improve your process from year to year

















Thank you!

Bertrand Weber

