Northeast Food For Schools
Planning for Local Spending Next School Year
Today's Presenters:

Simca Horwitz, Co-Director
simca@massfarmtoschool.org

Abby Getman Skillicorn, Special Projects Manager
abby@massfarmtoschool.org

Denise Courtney, Nutrition Education and School Wellness Training Coordinator
denise.courtney@mass.gov
Agenda

- Introductions
- Northeast Food for Schools Overview
- Eligible Products
- Sourcing Local
- Technical Assistance
- DESE’s Request for Quotes Sample
- Next Steps
- Question & Answer
Mass. Farm to School strengthens local farms and fisheries and promotes healthy communities by increasing local food purchasing and education at schools.

- Professional learning opportunities
- Networking
- Policy/Advocacy
- Communications
- Contracted partner of DESE FNP on both NFS and the MA FRESH grant

Three “C”s: Classroom, Cafeteria & Community
Northeast Food for Schools (NFS) Overview

**Funding:**
New, one-time USDA funding for School Food Authorities (SFA) for National School Lunch and Breakfast Programs (NSLP/SBP). Funds cannot be used for CACFP or SFSP.

**Objectives:**
Designed to support SFAs in new or expanded local food purchasing with a focus on small and minority-owned businesses.

**Eligible Products:**
Unprocessed and minimally processed foods grown/raised/caught within 400 miles

**Timeline to Spend Funds:**
School Year 23-24
Northeast Food for Schools Overview

How does it work?

● NFS is a reimbursement. SFAs will submit requests monthly via an online platform to be reimbursed for eligible purchases.

● Reimbursements will come as manual payments, deposited into the School Lunch Revolving Account.
  ○ The SFA will need to able to verify that they spent the funds on allowable items and maintain backup documentation.

● NFS reimbursements are federal funds and should be treated as such.
Eligible Vendors:

- Farms, fisheries, or distributors who can provide product traceability to verify the food was grown, raised or caught within 400 miles of your school food authority.
- Vendors must provide product traceability for NFS qualifying purchases.
- **Remember:** You are in a unique position to support growing small, local, and minority owned businesses!
Eligible Products - A Few Examples

Can I request reimbursement for....

Massachusetts-grown carrot coins? Yes

New Hampshire made yogurt? Yes

Fish fillets* caught on a Massachusetts-owned boat? Yes
  *unbreaded product

Ground beef from Vermont? Yes

Corn tortillas made from corn grown in Massachusetts and manufactured in a MA bakery? Yes
Can I request reimbursement for....

Massachusetts bakery product made with non-local wheat? No

Bananas No

Breaded and pre-cooked fish sticks caught from a Maine-owned boat? No
NFS Funds as a Catalyst to Build School Meal Programs

Consider NFS funds as a way to help grow your school meal program!

- What products are you looking to source?

- NFS Funds can help you (examples):
  - Participate in the Harvest of the Month Program
  - Introduce more seafood items
  - Install salad bars or regularly offer salad entrees
  - Serve local meat
  - Offer breakfast parfaits
Selecting Local Food Vendors - Key Considerations

- Consider your USDA and DoD entitlement buckets
- Direct purchases vs. food hub or distributor purchases
- Ability of vendor to provide product traceability
- Delivery schedules & logistics
Technical Support Available to Schools

- Guidance on strategically allocating your funds
- Direct connections to interested farms and food hubs
- Support developing solicitations including 3-quotes or RFP
- Support for collective purchasing agreements
- Other help as requested!
Sample Request for Quotes Sample

Use DESE’s Request for Quotes Sample:

- Sample developed to help you easily request 3 quotes.
- Text in yellow is ready to edited to your specifications.
- Use with vendors you’re looking to spend $10,000-$100,000 with.

Note: a full RFP or IFB process is required by Chapter 30B Procurement Regulations for any vendors you anticipate spending more than $100,000 within SY 23/24.
Sample Request for Quotes Sample

Why you should use DESE’s Request for Quotes Sample:

- The Sample was developed to help School Food Authorities comply with Chapter 30B Procurement Regulations. (Most of the work has been done for you!)

- By doing the 3 quote process, you do not need to be concerned about reaching a $10,000 cap (as with micro-purchases).

- The RFQ demonstrates the demand to small and local businesses that have not previously considered schools as a market.

- Product availability, delivery schedules, etc. can be specific considerations written into your Request for Quotes to identify the best vendor.

*Join us at the Healthy Kids, Healthy Programs Summit on May 24th to specifically talk about the Request for Quotes Sample!*
Next Steps

Come to the Local Producer Show at Healthy Kids, Healthy Programs May 23rd.

- Develop a plan for using the funds, considering your other entitlement funds that have already been allocated
- Contact any existing local food vendors to inform them of your interest to source eligible foods through them
- Tell MFTS what kinds of support you are looking for to maximize this funding!
- Reimbursement Training Sessions: August 23, September 13 & September 20
Register for How to Request Reimbursement Training

Same training, three dates to choose from!

<table>
<thead>
<tr>
<th>Date</th>
<th>Link</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 23rd</td>
<td>[<a href="https://us02web.zoom.us/webinar/register/">https://us02web.zoom.us/webinar/register/</a> WN_EN9Ra6cnQ72fGAUrhvjepw](<a href="https://us02web.zoom.us/webinar/register/">https://us02web.zoom.us/webinar/register/</a> WN_EN9Ra6cnQ72fGAUrhvjepw)</td>
</tr>
<tr>
<td>September 13th</td>
<td>[<a href="https://us02web.zoom.us/webinar/register/">https://us02web.zoom.us/webinar/register/</a> WN_JxeoSEIqSH6yFTla9f9VBg](<a href="https://us02web.zoom.us/webinar/register/">https://us02web.zoom.us/webinar/register/</a> WN_JxeoSEIqSH6yFTla9f9VBg)</td>
</tr>
<tr>
<td>September 20th</td>
<td>[<a href="https://us02web.zoom.us/webinar/register/">https://us02web.zoom.us/webinar/register/</a> WN_8vzekTUJSJmbkXa_P9xL7A](<a href="https://us02web.zoom.us/webinar/register/">https://us02web.zoom.us/webinar/register/</a> WN_8vzekTUJSJmbkXa_P9xL7A)</td>
</tr>
</tbody>
</table>
Resources Through MFTS

- Farm to School Resources: [www.massfarmtoschool.org](http://www.massfarmtoschool.org)
- Local Food Map: [massfarmtoschool.org/food-source-map](http://massfarmtoschool.org/food-source-map)
- Harvest of the Month: Recipes, lessons for educators, marketing materials, and more! [www.massfarmtoschool.org/get-involved/harvest-of-the-month](http://www.massfarmtoschool.org/get-involved/harvest-of-the-month)
- Sign up for our newsletter: [www.massfarmtoschool.org/newsletter](http://www.massfarmtoschool.org/newsletter)
Questions:
NFS@massfamrtoschool.org

Complete our survey:
https://forms.gle/ngtBeoy8w8ZPKUZz6

Visit us online: www.massfarmtoschool.org